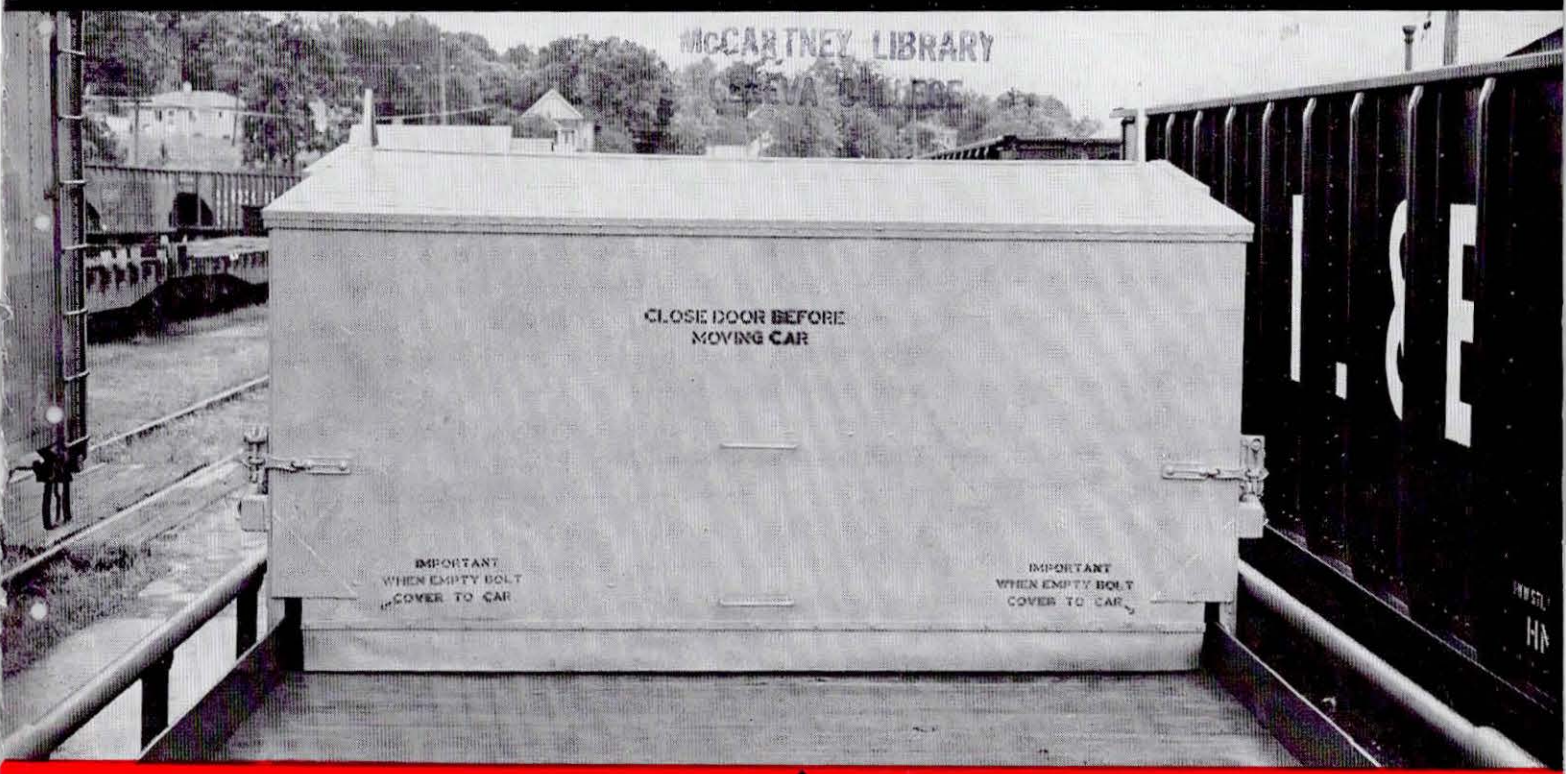
FREIGHT TRAFFIC ISSUE

Traffic Men Favor Equal Bulk Exemptions

September 26, 1960

RAILWAY AGE *weekly*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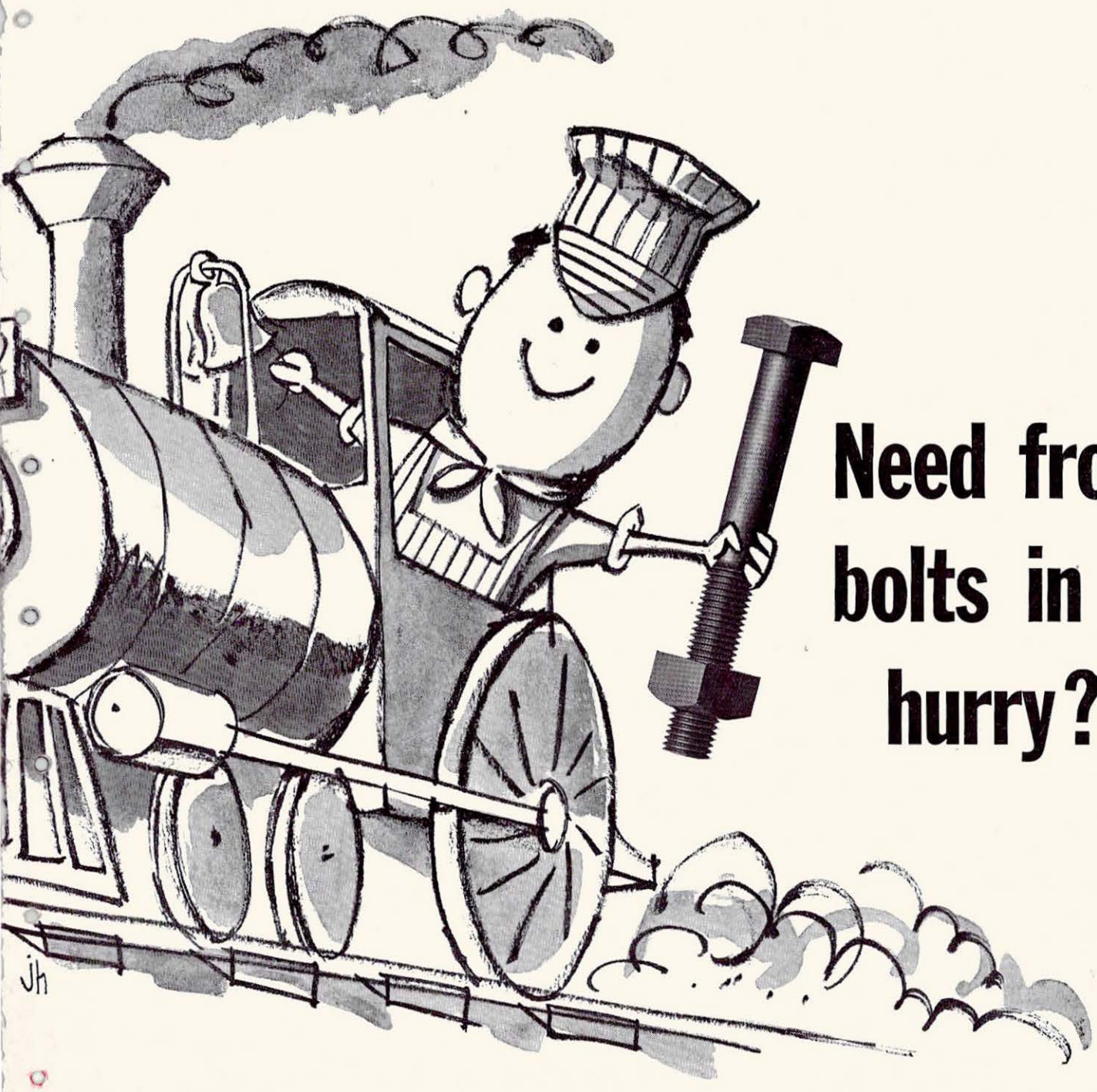

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Week at a Glance

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Mergers: Where they stand .....p. 9

With the Erie-Lackawanna merger set to take effect Oct. 15, here are the details of the ICC decision approving the merger, plus a run-down of the situation with other merger-minded roads.

Cover Story — Traffic men favor equal 'exemptions' p.15

Respondents to this month's Traffic Poll voted nearly 5-to-1 for equality of regulation, as between railroads and water carriers, in transportation of bulk commodities.

Cover Story — Shipper Boards plan for the future.....p.20

The Boards, said NASAB President W.C. Cole, are more vital today than ever before, and they have a big job ahead of them. Here's a discussion of a campaign designed to strengthen the entire Board movement.

Cover Story — How the EJ&E carries tin plate coils.....p.30

The road adapted 10 of its standard flat cars for that type of traffic by installing special steel covers at the car ends. Loading and unloading time has been cut by as much as 50 per cent. Twenty-five additional cars are being similarly converted.

How to keep industrial railroads safe — conclusion.....p.36

This is the last of a series of articles abstracted from papers by an officer of the Liberty Mutual Insurance Co. The safety recommendations therein are applicable equally by industrial traffic managers and railroad officers.

Op chiefs go to 'school' p.64

Eighty of the top officers of the five operating brotherhoods attended the "Railroad Brotherhoods Institute" last week at Cornell University. Speakers included AAR President Loomis and RLEA President Leighty.

Off-the-job improvement seen needed p.66

Railroad problems—and, in a broader sense, national problems—need more participation by railroaders in national affairs, a joint session of the Roadmasters' and Bridge & Building conventions was told last week.

The Action Page — Increased volume, lower rates.....p.70

Railroads can profitably offer large discounts for heavier loading—thereby reducing the average per-ton charge to

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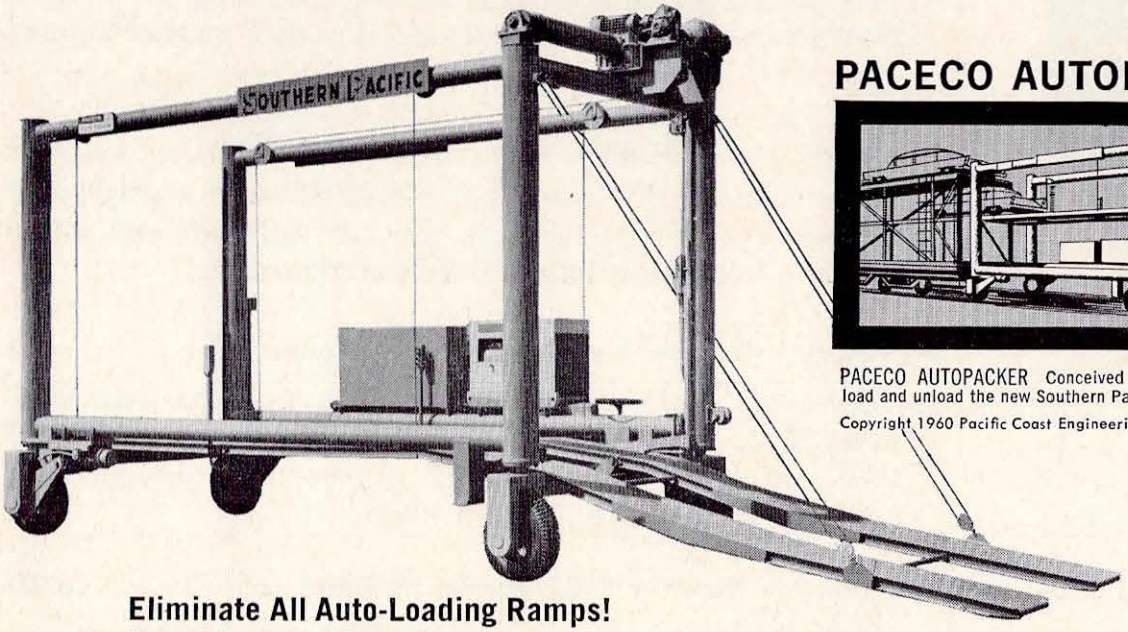

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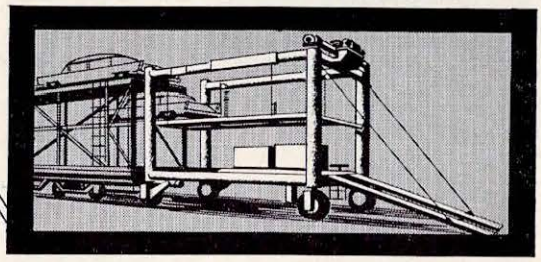

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Week at a Glance CONT.

Current Statistics

Operating revenues	
7 mos., 1960	$5,647,350,460
7 mos., 1959	5,846,964,866
Operating expenses	
7 mos., 1960	4,468,305,006
7 mos., 1959	4,562,546,451
Taxes	
7 mos., 1960	616,918,640
7 mos., 1959	632,589,611
Net railway operating income	
7 mos., 1960	354,373,380
7 mos., 1959	462,418,217
Net income estimated	
7 mos., 1960	248,000,000
7 mos., 1959	339,000,000
Carloading revenue freight	
36 wks., 1960	21,430,675
36 wks., 1959	21,680,644
Freight cars on order	
Sept. 1, 1960	23,866
Sept. 1, 1959	37,172
Freight cars delivered	
8 mos., 1960	39,419
8 mos., 1959	27,435

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their customers. These mutually profitable goals can be attained only by increasing the present limited cooperation between railroads and shippers.

Short and Significant

The National Mediation Board . . .

will intervene as "Amicus Curiae" in this week's hearings in the Western Carriers' Conference suit requesting the U.S. District Court at Buffalo to permanently enjoin SUNA from carrying out a strike threat against 16 western railroads. NMB will advise the court of its previously stated position questioning the validity of the "membership ratification" provision in SUNA's by-laws. N. P. Speirs, SUNA president, said that even if the restraining order (delaying the strike call) is lifted "we are still obligated to listen to any valid offer."

AAR President Daniel P. Loomis . . .

has assailed a Corps of Engineers' report on inland waterways as "misleading" because it contains "glaring errors" resulting from "naive statistical maneuvering." The report compares waterways in areas of heavy traffic concentration with the average traffic of all rail lines and purports to prove that railroads could not absorb the annual increase in water traffic without large increases in their physical plant.

Discontinuance of Lehigh Valley passenger service . . .

sought by the road to take effect Oct. 1, has been suspended by the ICC pending investigation to determine the extent of public need for the service. Under Section 13a(1) of the Interstate Commerce Act as amended, the ICC now must make a decision on the LV petition for discontinuance within four months, or the discontinuance is automatically granted.

Strike vote is being taken . . .

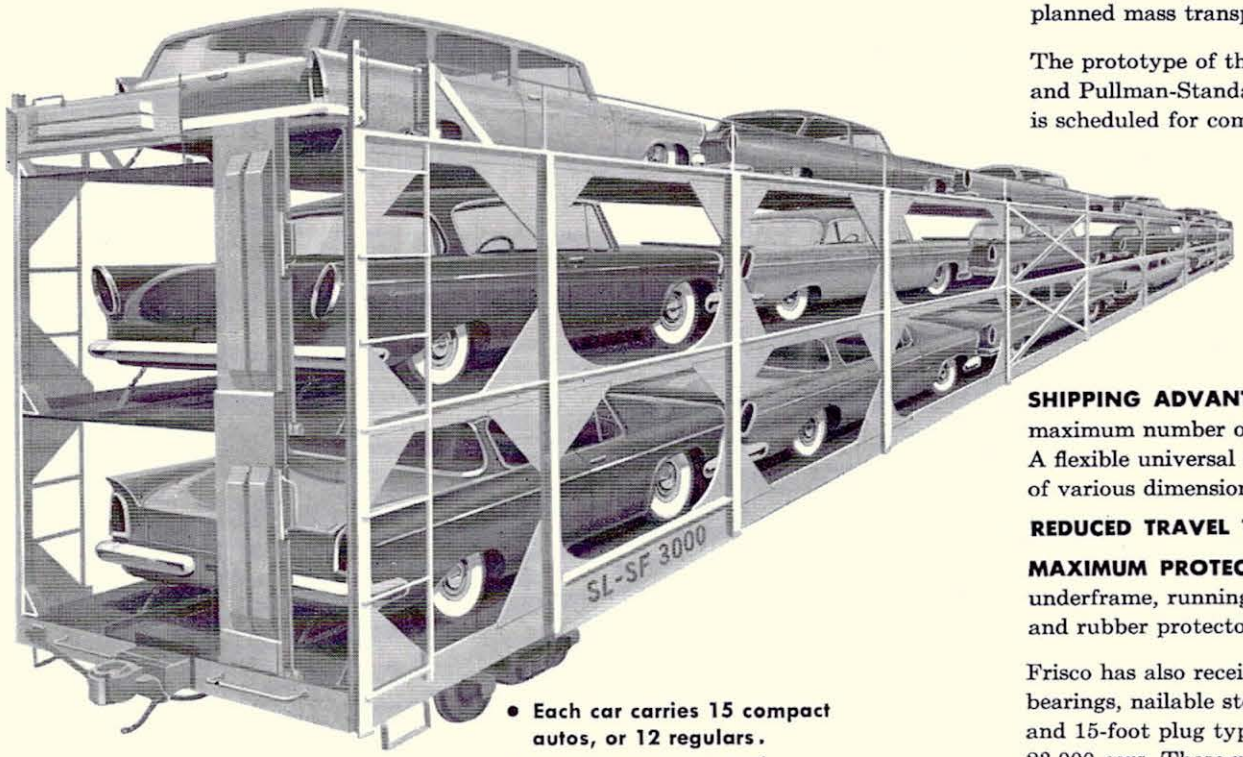
by Canada's non-ops in their dispute with Canadian National and Canadian Pacific. Following a joint statement by Presidents Gordon and Crump of the CNR and CPR respectively that the railways could not accept a Federal Conciliation Board recommendation of an increase of 14¢ per hour (RA, Sept. 12, p. 80), non-ops spokesman Frank Hall announced the strike ballot among the 118,000 non-operating employees. The ballot will take about six weeks to complete, Mr. Hall said.

Two additional members . . .

are reported to be joining Trailer Train, one in the South and one in the West. The same reports indicate that the piggyback pool will also require a large number of new cars.

FRISCO PIONEERS Auto Mass Movement with New Type Transport Car

130-car fleet of new "tri-level" transport cars carries 1950 compact autos or 1560 regulars



- Each car carries 15 compact autos, or 12 regulars.
- Length over decks 83′
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FRISCO, pioneer in the auto piggy-backing field, now introduces another planned mass transportation innovation.

The prototype of the new tri-level transport car, jointly developed by FRISCO and Pullman-Standard, has been thoroughly tested. Delivery of the 130-car fleet is scheduled for completion September 1, 1960.

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Mergers: Where They Stand

► **The Story at a Glance: The new Erie-Lackawanna system will be in business October 15, the effective date of the ICC decision approving merger of the Delaware, Lackawanna & Western into the Erie.**

Adopting recommendations of Examiner H. J. Blond's proposed report, the Commission imposed only the so-called standard conditions to insure maintenance of existing routes and protection of employees. It thus rejected pleas for specially tailored open-route and labor-protection conditions which were made by intervening roads and the Railway Labor Executives' Association, respectively.

The Commission's favorable decision on the merger was announced on the afternoon of September 15, just as last week's issue went to press (RA, Sept. 19, p. 7)

It "gratified" Erie President H. W. Von Willer and Lackawanna President P. M. Shoemaker, who will become chairman and president, respectively, of the merged system. Their joint statement also said:

"This progressive move will materially improve the new railroad's competitive status and increase its earning capacity, which, in turn, will strengthen its ability to modernize and invest in more efficient plant and equipment."

The consolidation will create a 3,200-mile system which will supplant Norfolk & Western-Virginian as the biggest twentieth-century merger of independent roads. The N&W-Virginian merger, which became effective last year, created the present 2,750-mile N&W system.

The October 15 effective date is fixed by the provision of the Commission's order which stipulates that the order shall become effective "from and after 30 days from the date of its service." September 15 was the date of service.

The findings approve various phases of the merger plan and arrangements to consummate it, i.e., issuance by Erie of the additional stock needed for its present holders, and to exchange for Lackawanna shares; assumption by Erie of Lackawanna debt and other liabilities; and such coordination projects as line abandonments, new construction, trackage-rights arrangements, and transfers of motor carrier operating rights.

In its determination that the labor-protection provisions of the Interstate Commerce Act's Section 5(2)(f) do not require a job freeze, the Commission noted that, since 1941, it has been interpreting this section to permit "either employment or compensation of employees displaced in consolidations of carriers." It also noted that RLEA "acquiesced in this interpretation" until it raised the job-freeze issue in the present case.

The legislative history of the section "supports the interpretation that Congress did not intend to require us to maintain employees in their jobs," the Commission asserted. It supported that position by a review of the section's legislative history, which included rejection of a specific job-freeze proposal. The Commission's discussion of the issue closed with this comment:

"In our opinion, the association's newly asserted position that the act requires us to maintain railway employees in their jobs is incorrect and untenable. Assuming that we have the power to impose conditions like those requested by the association, in our opinion, such action would not be consistent with the public interest."

The standard open-route conditions imposed by the Commission will require maintenance of all routes via existing gateways and junctions; maintenance of the Lackawanna's "present neutrality" with respect to handling interline traffic; maintenance of present traffic and operating relationships between the Lackawanna and connecting roads "insofar as such matters are in control of the Erie-Lackawanna"; and maintenance of non-discriminatory arrangements for interchange of cars.

Also, the merged system must not restrain routing rights of industries located on the Lackawanna. And the Commission's jurisdiction is retained for the purpose of receiving applications of interested parties for modification of the conditions.

"It is not practicable, nor would it be in the public interest," the Commission said, "to impose conditions calculated to freeze the flow of traffic into a pre-existing pattern or to protect competing and connecting carriers against all possible adverse effects which might follow from the unification and resulting improvements in service . . . Such

BRT—ORC&B Explore Merger

W. P. Kennedy, president, BRT, and J. A. Paddock, president, ORC&B, have each named four-man committees to "explore the question of amalgamation, affiliation or consolidation" of the two brotherhoods.

Unification of the two train service organizations was first suggested by Mr. Kennedy in June 1958. Resolutions regarding a merger have since been adopted by both the trainmen and conductors. In a joint notice to all BRT and ORC&B members, Mr. Kennedy and Mr. Paddock said "a sincere effort" toward unification is being undertaken because of the "present carrier attack and the loss of job opportunities."

Noting that railroad mergers and technological advances make a further decline in employment "inevitable" the two union presidents added, "We believe the membership of all organizations understand the situation which confronts operating employees and that they will appreciate all efforts to meet it in a constructive manner."

Final approval of unification would have to be ratified by the rank and file of the ORC&B. BRT members have already vested their board of directors with authority to approve any merger proposal.

action would prevent, to a substantial extent, the effectuation of service improvements to which the shipping public is entitled, and would unduly restrict the unified company in its solicitation and routing of traffic and the development of a strong competitive system."

At the same time, the Commission stressed its reservation of jurisdiction to modify the standard open-route conditions and thus give the interveners relief.

In the mid- and far west, four major rail consolidations are in varying stages of completion.

Furthest from fruition is the Milwaukee-Rock Island union. Feasibility studies begun late last year are being supplemented by full-scale legal, engineering and financial probings now being carried on by outside consultants.

Great Northern-Northern Pacific directors have approved a plan of unification which includes the jointly controlled CB&Q and SP&S. Additional hurdles still to be crossed include stockholder approval (expected to be sought before January), Internal Revenue Service approval of income tax aspects of a proposed preferred stock issue and, finally, ICC approval.

Two other rail marriages are waiting only one step from the altar. Final ICC approval is all that is holding up the C&NW acquisition of the 1,500-mile M&StL and creation of a seven-state, 4,800-mile system by merger of the DSS&A and Wisconsin Central into the Soo Line (three Canadian Pacific affiliates).

Meantime, Norfolk & Western President Stuart T. Saunders said in Roanoke last week that he is "optimistic" about the prospects for a merger of the N&W and the Nickel Plate "in 1961 or 1962."

In the South, stockholders of the Seaboard Air Line and Atlantic Coast Line approved merger of their roads in a special meeting Aug. 22 at Richmond. The two roads filed with the ICC on July 22 notice of their intention to merge, but hearing dates have not yet been set.

On the B&O-NYC-C&O front, the regular monthly meeting of B&O's board of directors last week was followed by an announcement that B&O and New York Central would make joint merger studies. In a letter to stockholders, B&O President Howard Simpson pointed out that "whether a definite merger agreement between the two companies will eventuate, will, of course, depend on the results of the studies."

The Chesapeake & Ohio is unwilling to discuss a three-way merger, Mr. Simpson's letter continued, adding, "In now studying merger with the New York Central, the Baltimore & Ohio is going as far as present circumstances admit in achieving the objective of a three-company merger."

In commenting on the original C&O offer, Mr. Simpson said, "Further discussions have shown conclusively that the C&O is no more interested in immediate merger with the B&O than it is in the three-way merger above referred to. C&O appears determined to control B&O through acquisition of its stock."

Control through stock purchase would not make possible elimination of duplicate facilities or other operating economies, Mr. Simpson noted, adding, "For this reason, a control situation would make possible only a minimal portion of the savings that would be possible were a merger accomplished."

The Chesapeake & Ohio had no comment on Mr. Simpson's statements.

Watching Washington *with Walter Taft*

• **LABOR-UNION INTERVENTION** in a rate case has been barred by the ICC. Because it saw "no relevancy" between issues in the case and matters on which the intervention petition was based, the Commission refused to make the Seafarers' International Union a party to a Seatrain Lines' complaint against several railroads.

THE COMPLAINT, docketed as No. 33479, is Seatrain's undertaking to have the Commission require railroads to establish joint rates with water carriers on exception-rated and commodity-rated traffic. In effect, the complainant seeks, for this traffic, arrangements like those maintained for class-rated traffic in compliance with 1952 Commission orders in the general class case, No. 28300.

THE UNION'S PETITION alleged that, unless Seatrain gets what it wants, there is "acute danger" that more than 200 of its members "will be added to the rolls of the unemployed." These members now man six Seatrain vessels.

THE COMMISSION'S DENIAL ORDER said the SIU plea "unduly" broadened the issues in the case. It added that the petition's subject matter—unemployment of American seamen—"appears unrelated to the relief sought by the complainant."

• **REEFER LOADS GROSS MORE** than other carloads of freight, but they're next to the last as producers of revenue per loaded car-mile. That's the showing of an analysis by the ICC's Bureau of Transport Economics and Statistics.

THE RANGE of revenues per loaded car in 1958 was from the reefer's $517 down to the hopper's $165. The average for all cars was $284. Per car-mile, however, the hoppers, with average hauls of only 226 miles, earned 73 cents, while reefers, with average hauls of 1,375 miles, earned only 38 cents. Here, the average for all cars was 61 cents.

BIGGEST PER-CAR-MILE PRODUCER was the "special" car, 92 cents. Next came the gondola, 90 cents. Lowest was the stock car, 30 cents. The latter, however, made the biggest relative gains since 1956 on both per-loaded-car and per-car-mile bases, where its average revenues were up 14.8% and 15.4% respectively.

MEANWHILE, average annual revenue per car declined 10.8% between 1956 and 1958—from $4,340 to $3,870. On this basis, box cars are on top and stock cars at the bottom, their average 1958 revenues having been $5,300 and $2,050, respectively. Only flat cars, up 6.7% to $4,430, and reefers, up 0.6% to $5,160, grossed average 1958 revenue in excess of their 1956 gross.

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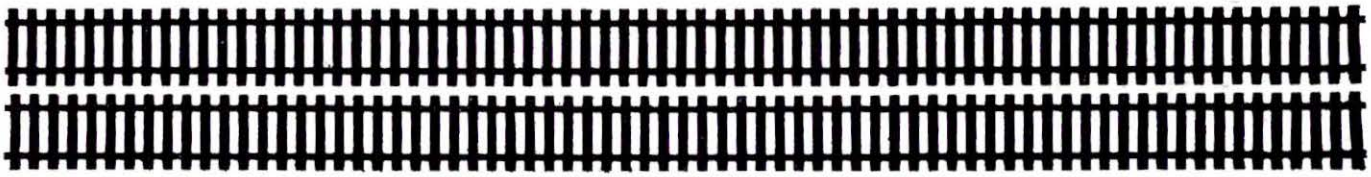

one double-track railroad (built by private enterprise) can carry the freight traffic of 20 four-lane highways (built with your tax money).

In everyone's interest, public policy should give the railroads the opportunity to compete with other forms of transportation on a fair and equal basis.
ASSOCIATION OF AMERICAN RAILROADS, WASHINGTON, D. C.

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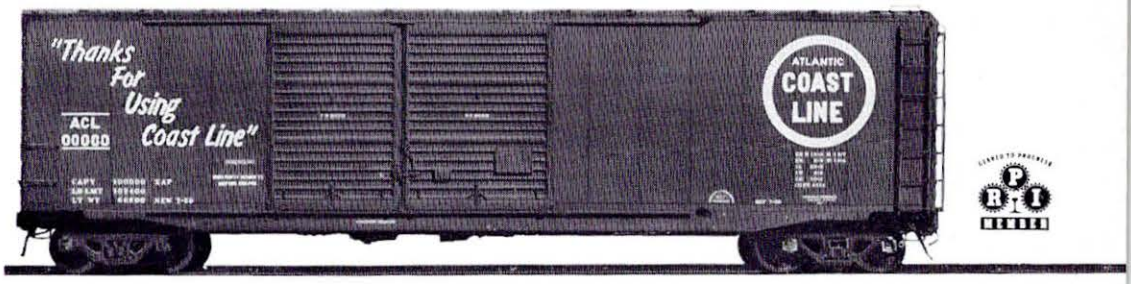

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TMs OK Equal Bulk Exemptions

Proposition

The Interstate Commerce Act provides that, under certain circumstances, transportation of bulk commodities by water shall be exempt from regulation. To eliminate the competitive inequality which this provision creates between water and rail carriers of bulk commodities, it has been suggested that the "bulk commodity exemption" be extended also to railroads.

Question

Which would you favor:

a) Repeal of the bulk commodity exemption as applied to water carriers? 25

b) Extension of the bulk commodity exemption to rail carriers? 25

[One respondent favors either repeal (a) or extension (b); two favor extension (b) in cases where railroads are in direct competition with water carriers for movement of bulk freight.]

c) Maintenance of the status quo, i.e., continued regulation of bulk commodities moving by rail, and exemption from regulation of such commodities by water? 11

[NOTE—This Poll, originally circulated for Railway Age's August Traffic Issue, was replaced in that issue by a survey of railroad traffic executives on their ideas for increasing freight revenues to offset higher wages for employees. See RA, Aug. 29, p. 12.]

By a nearly five-to-one majority, industrial traffic men answering this month's Poll favor equality of regulation, as between railroads and water carriers, in transportation of bulk commodities.

Majority opinion, however, is just equally divided on the question of whether such equality should be attained by repealing the exemption which the Interstate Commerce Act now grants (under specified circumstances) for carriage of bulk commodities by water; or whether a similar exemption should be extended to rail carriers.

J. D. Paul, secretary-manager of the Seattle Traffic Association, would settle for either method, and two men would grant exemption to railroads "only when they are in competition with water carriers for such traffic."

This adds up to a total of 53 votes for regulatory equality, by one means or another, against only 11 for maintenance of the status quo. At least one of the minority group indicates, moreover, that further study of the question might lead him to change his views.

Those who advocate repeal of the bulk-commodity exemption for water carriers, and those who favor its extension to rail carriers, advance substantially similar reasons—the most frequently mentioned one being the apparently deep-seated feeling that all modes of transportation should be accorded equal regulatory treatment.

One of the strongest general statements is from A. C. Schier, vice president—traffic, of General Foods Corp., White Plains, N.Y.: "Congress should reexamine its intent. If Congress intended that industry, having facility for receipt of bulk cargoes, is entitled to cost differentials, competing forms of transportation should have equality of competitive opportunity to engage in transport of bulk products under similar exempt ruling."

"I'm afraid," Mr. Schier adds, "many industrialists feel diversion of a portion of their traffic to transport systems other than rail has produced substantial economies. Many of them might be persuaded to the contrary if they looked at their over-all transportation bill with bifocal glasses, and realized that, concurrent with diminution of the rails' participation in the nation's commerce, they concurrently sought, and the ICC granted, numerous general freight rate increases, substantially raising transportation costs to a basis necessary to sustain our national rail transport system. It's time we all realize there is a continuing need to sustain this system, and we cannot do so by pecking away, particularly in the areas of exempt transportation."

Most proponents of alternative (a) —outright repeal of the bulk-commodity exemption for water carriers— argue that any necessary regulation should be applied equally to all carriers.

Oliver Plymate, traffic manager, Butler Welsh Grain Co., Omaha, for example, favors "repeal of all exempt privileges on bulk commodities, not only for the good of transportation systems, but also for the good of the various commodity markets." "All this," he says, "could be stabilized with regulations applying to all forms of transportation." A. F. R. Cook, general traffic manager, Ludlow Textile Products, Needham Heights, Mass., makes much the same point: "For this country to have a sound transportation system under regulation, all modes of transport should be treated alike, and so should all shippers of all commodities."

T. R. Atchison, director of transportation for the Ralston Purina Co., St. Louis, "can see no benefit to be gained by anybody by multiplying the sin of an exempt movement in the middle of regulated transportation. . . . There is nothing in the fact that a commodity is moved in bulk that would justify disregard of a law or place it in a category entirely different from that of the same commodity shipped in containers."

Mr. Atchison, however, says he favors repeal rather than exemption because "removal of regulation by rail would create more inequities" through competition between railroads. He would limit any exemption—as would many other respondents—to actual farm-to-primary-market movement of agricultural commodities.

E. O. Wood, traffic manager, Imperial Sugar Co., Sugar Land, Tex., agrees fundamentally with Mr. Atchison. "Until," Mr. Wood says, "the making of charges for transportation becomes more of an exact science than it is today, I favor continuance of regulation. Transportation of commodities 'in bulk' is no less 'commerce' than transportation of commodities in any other manner. Any discrimination, preference and/or prejudice in rates for transporting commodities in bulk is of equal import with any similar situation under regulated commerce."

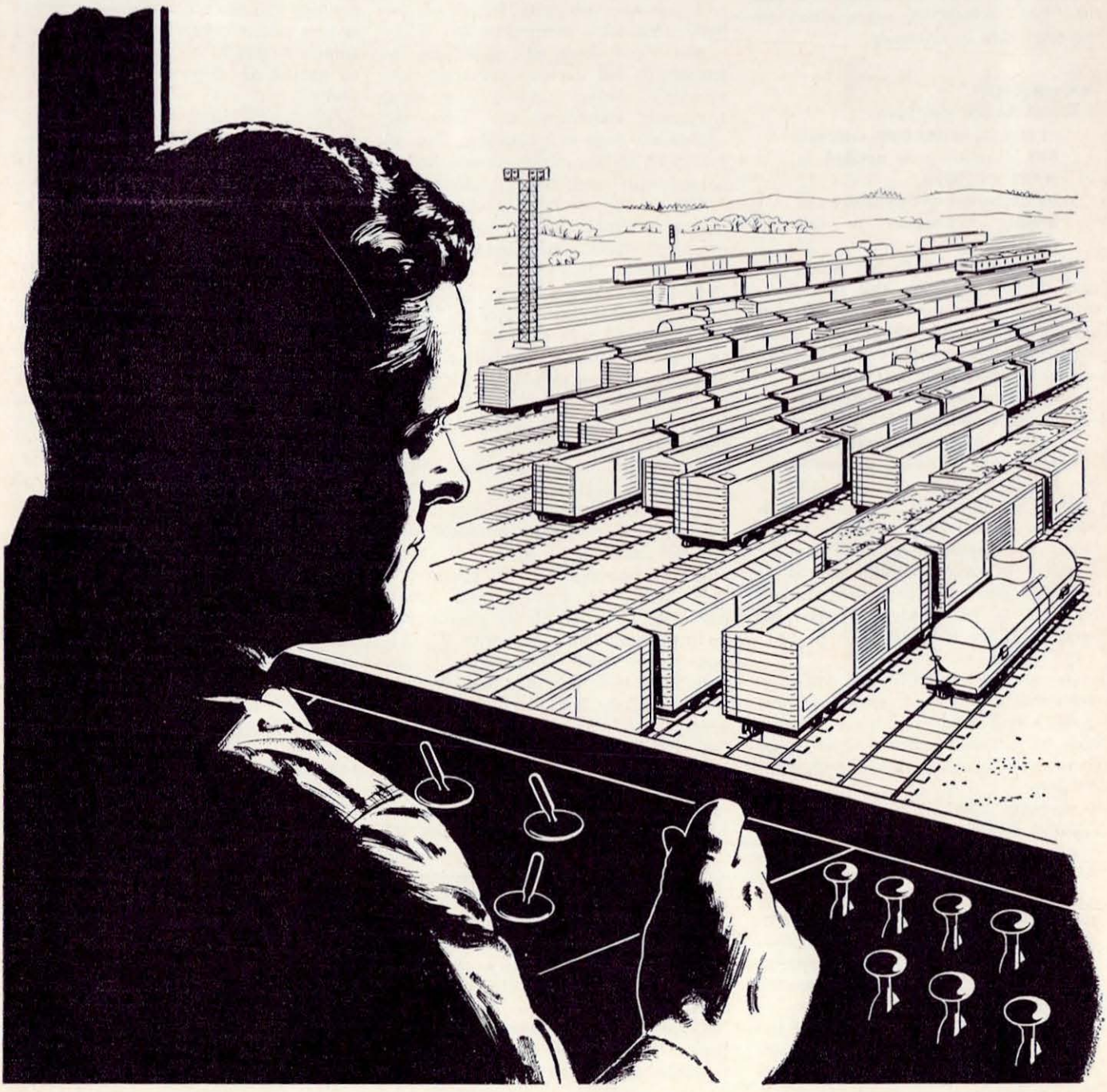
A detailed argument in favor of repeal comes from D. F. Hensley, traffic manager, Tung-Sol Electric, Inc., Newark, N. J., who writes:

"Maintenance of the status quo is the least desirable of the possibilities. This is most unfair, and permits neither the possible economies of free

(*Continued on page 51*)

C AND

Outstandability



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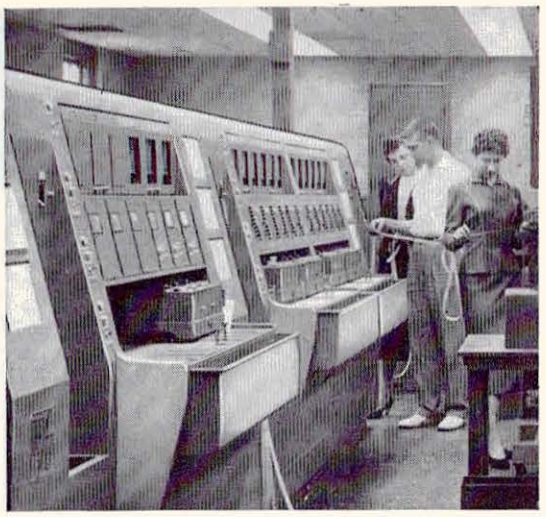

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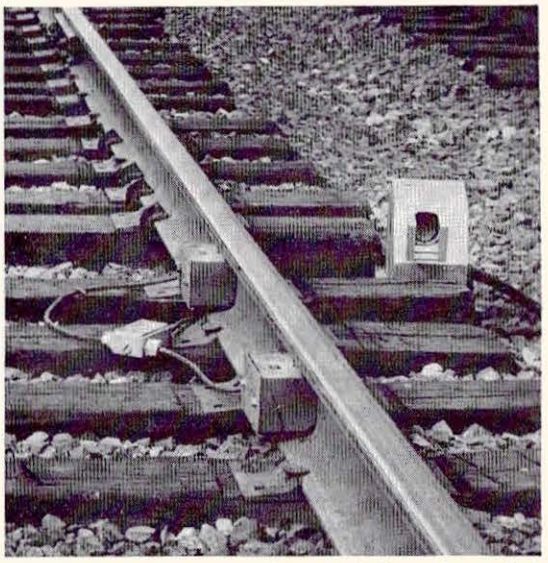

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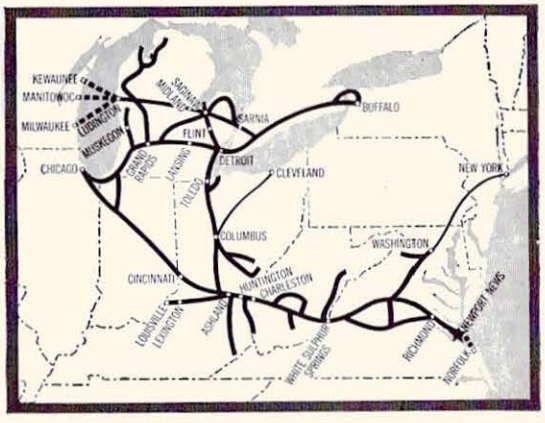

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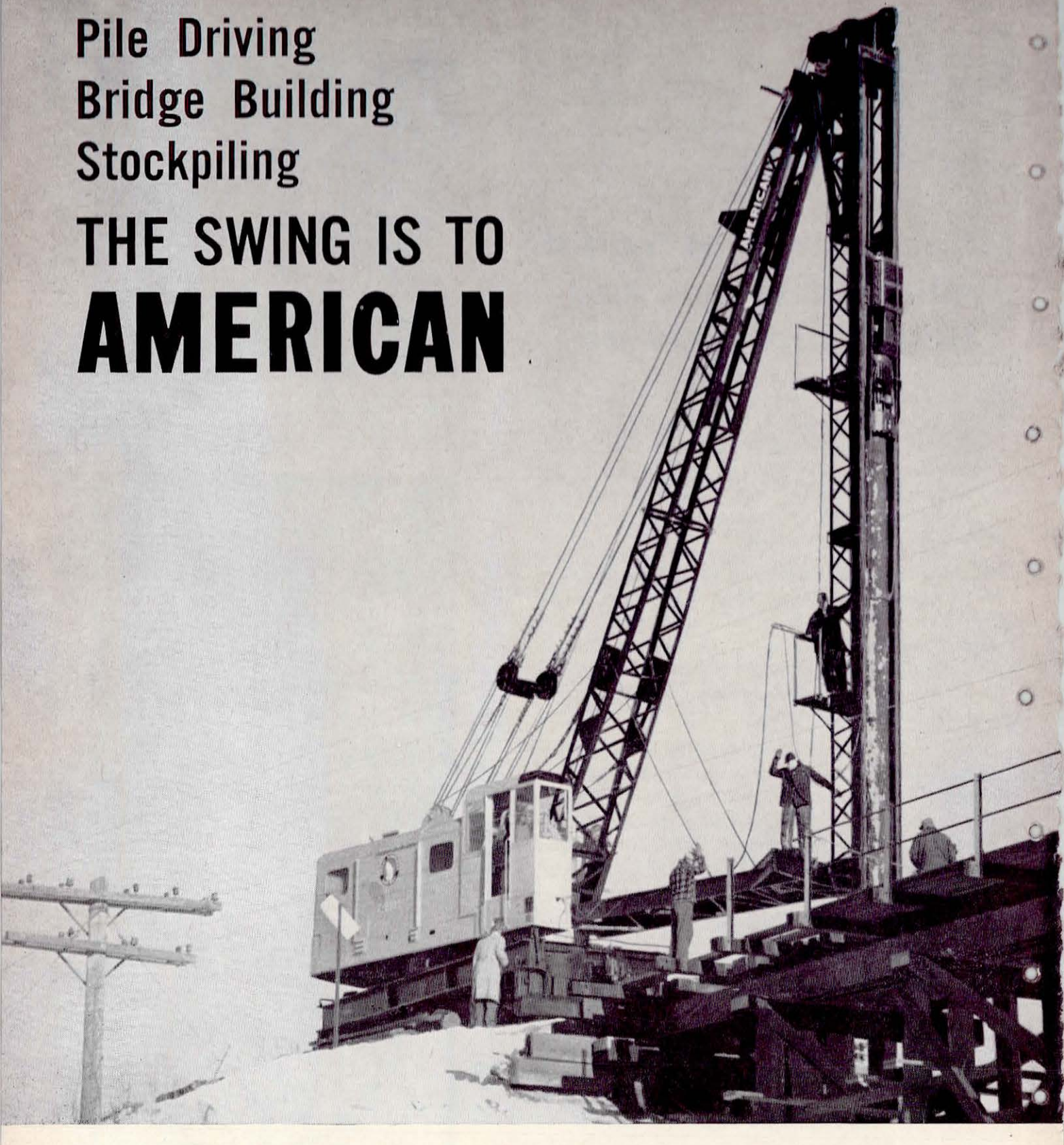

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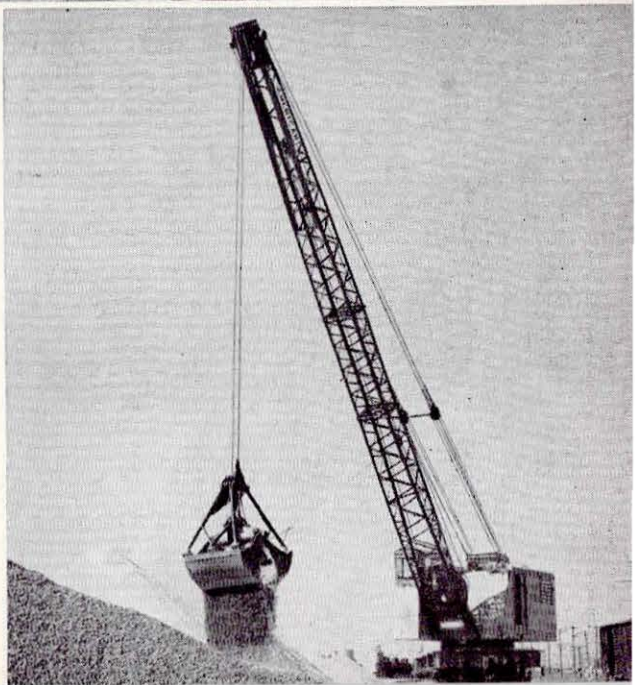

What the Shipper Boards Are

► **The Story at a Glance: "The Shipper Board movement—together with the National Association—serves a more vital function in the transportation economy today than at any time in the past . . . We have a very substantial job ahead of us, that is going to require full cooperation of both shipper and carrier."**

Acting on that conviction, officers of the National Association of Shippers Advisory Boards—with enthusiastic help from officers of the 13 individual regional boards—are going all out to strengthen the entire board movement; to increase shipper attendance at board meetings and shipper participation in board activities; to make the boards still more helpful to industry and railroads alike.

- More shippers at advisory board meetings.
- Greater shipper participation in advisory board activities.
- Improved shipper response to advisory board programs.

Those are the triple objectives of a continuing, nationwide campaign being spearheaded by officers of the National Association of Shippers Advisory Boards and enthusiastically supported by officers of the 13 regional boards.

There's good reason for the campaign, because, as NASAB President W. C. Cole says in his statement quoted just above, the boards' function "is more vital today than at any time in the past."

"Of course they perform a useful function," another active member writes Railway Age. "Otherwise, we would not take the time and effort we do from our busy schedules." Plenty of others concur, as shown by statements quoted on pages 24-25.

It's to handle the "job ahead"—to insure continued performance of their "useful function"—that board enthusiasts are developing a multitude of constructive plans designed, in general, to motivate more shippers to attend more board meetings and to take a more active part in board activities. Many of these ideas are being tested out in one or more board areas; sooner or later those which prove most productive will doubtless be still more widely applied.

Meets Next in Minneapolis

By the time NASAB meets at Minneapolis October 11-13, or in Buffalo a year later, its new Planning and Program Committee is likely to have a lot to say about such projects and their results. (That committee, established last year, is intended to act as a clearing house, or medium of exchange, for attendance-stimulating ideas.)

To find out what some of those ideas are, Railway Age queried all regional board chairmen, plus a number of non-office-holding members. Replies, from New England to the Pacific Coast, were numerous. Here, highly condensed, and with no special significance attached to the order of listing, is what they suggested:

"Streamline" meetings. This proposal is expressed in a variety of forms, but most commonly in the statement that "too much time is frequently taken to say the obvious." "Formerly," says one board chairman, "our second-day general meeting was largely devoted to a recapitulation of the prior day's meetings." Another adds that "established procedures in connection with presentation and discussion of committee reports and recommendations represent such unnecessary duplication of time and effort as to justifiably create the impression that valuable time is unnecessarily being wasted."

A New England board member, who feels that "some meeting activities have been repetitious," suggests that "participants make their statements as brief as possible. With full cooperation of all parties, meetings could start the evening before and break up late the

Seven Basic Principles Guide the Shipper Boards

Back in 1922, in Minnesota, the Dakotas and eastern Montana, there was a bumper wheat crop—and a shortage of freight cars. Shippers, commodity groups, communities were at odds with the railroads, and with each other, about car supply. Each group, each locality, thought it was getting less than its fair share; and others were getting more than theirs. The question was: How to divide a shortage?

The answer grew out of a series of railroad-sponsored shipper-carrier meetings. These proved so successful that they led directly to organization, in March 1923, of the Northwest Shippers Advisory Board; and indirectly, between 1923 and 1926, to formation of 12 other regional boards covering the entire country. The National Association of all 13 boards held its first meeting in 1937.

The original purposes of the boards—to quote George Shafer, GTM, Weyerhaeuser Co.—were "to handle any matter pertaining to car problems; to prevent duplicate car orders by shippers, and to forecast car requirements for the information and assistance of the railroads. These were quickly broadened into seven basic principles, which still guide the work of the individual boards and of their national organization. These principles were spelled out last spring by H. L. Bowler, director of railway operations for the Phillips Petroleum Co. In his words, the boards:

- Form a common meeting ground between shippers and railroads for mutual understanding of transportation requirements.
- Study production, markets and distribution of commodities local to each district.
- Promote operating efficiency through proper handling of cars by shippers and railroads.
- Secure an understanding by railroads of transportation needs of shippers, obtaining cooperation in handling car distribution problems.
- Acquaint shippers and railroads with seasonal requirements for car supply, including a forecast of prospective traffic volume.
- Informally discuss difficulties arising between carriers and shippers.
- Give the shipping public a direct voice in activities of the Car Service Division of the Association of American Railroads on matters of mutual concern.

Fulfillment of these objectives has led the boards, over the past third of a century, into many phases of railway operation—supply of cars, both as to number and type; equip-

Planning for Your Future

following afternoon. This can be accomplished if all meeting activities are scheduled and coordinated with a determined effort to streamline the format that has prevailed in past years. This will create more interest, attract new members, and be a rejuvenation for present members who have lost interest."

Prompt Action Is Taken

Awareness of those facts is being followed by action. The Allegheny board "aims to streamline its meetings," perhaps along lines indicated by a current survey of members' interests. The Pacific Coast board reports "a new format which has proved quite successful and is continually increasing shipper attendance." The Pacific Northwest board is "seriously considering" changing its second-day meetings to an open forum "to prevent a lot of reports given by committee chairmen which are certainly a rehash of the first day's meetings." In the Great Lakes board, officers confer on possible changes in format at the conclusion of each meeting, "while the matter is still fresh in our minds."

Vary the programs. Content of meetings also offers room for change, in the opinion of many board officers and members.

To improve programming, the Pacific Coast board, for one, is "now devoting a good part of its general meeting to 20-minute talks by important members of the transportation industry." Its September session included a forum discussion by two off-line railroad representatives and two major West Coast shippers on "needs, requirements and aids to Pacific Coast shippers relative to shipments moving beyond the Pacific Coast area." It "hopes to have," sometime, "a railroad union official give us a talk on what his union is doing in regard to its members to encourage better rail service for the shipping public." "We are always being told by railroad operating people," a board spokesman says, "what steps they are taking to improve service, but we thought it might be of interest to members to hear what union management is doing towards accomplishing the same desirable objectives."

The New England board member quoted just above thinks also that, "in this dynamic age, such activities as forecasting, car supply and less-carload service are subjects which should be treated to a lesser degree because of new frontiers that exist in containerized transportation, integration and piggyback."

The Great Lakes board is "striving to get speakers who have an interesting message and know how to present it, rather than just picking a big name as a drawing card and then finding the person is really not a public speaker."

Officers of a fourth board, though they still have no definite plans, "have felt for the past year that we must change our program to stir up more shipper interest." Another group suggests that "those sponsoring board activities authorize a more elastic budget to develop and present a more attractive program and procedure in connection therewith."

No Subjects Are Taboo

Consider new subjects. Closely related to the idea of changing programs is the increasingly popular possibility of opening board meetings to discussion of what one regional chairman describes as "subjects long considered taboo."

"If," he says, "I want adequate and efficient transportation service under private ownership, I must first recognize that, to provide such service, carriers must have adequate net revenues. They must be permitted to: 1) Cut their cost of operation; and 2) meet competition as they find it. The first point would require consideration [by advisory

(*Continued on page 24*)

and Their National Organization

ment of cars; car cleaning; car detention by shippers; car handling by carriers; service; loss and damage; legislation.

About the only field of mutual shipper-carrier interest which the boards haven't covered is rates—and that's because those are better handled through the railroads' standing territorial rate committees.

The boards have no authority to order or to compel. To accomplish their objectives they must rely solely on voluntary cooperation stemming from the enlightened self-interest of their members—a self-interest which board activities are planned to arouse and sustain.

Yet results, though sometimes intangible, have been good. As S. C. Knight, general traffic manager, Kaiser Steel Corp., recently told the Pacific Coast Board:

"These forums provide a meeting place for exchange of ideas that ultimately bear fruit in new car designs, in cars better equipped and more adaptable to handling products being transported by rail. They disclose abuses that bring about misuse of equipment and try to curb these abuses by showing that the loss is a burden on both railroad and shipper."

More tangibly, the boards point (among many other accomplishments) to such achievements as their record in forecasting carloadings with a cumulative error, in 33 years (1927-1959), of only 3.6% (891,-487,121 cars forecast, 859,440,348 actually loaded in 32 commodity groups representing 84% of all revenue loadings except Merchandise—LCL). They were largely helpful in bringing about Congressional passage of the Reed-Bulwinkle Act. They made the major contribution to successful handling by the railroads of the heavy load of World War II traffic—which is still cited as a shining contrast to the sorry results of government railroad operation during World War I.

Possibly most significant of all, truck operators (and truck shippers) have paid the boards the "sincere flattery of imitation" through recent organization of regional Shipper-Motor Carrier Conferences.

There are differences between the boards and the conferences in geographical and organizational detail, but their basic purposes are the same—to bring shippers and carriers together for friendly consideration of mutual problems, just as the boards have done for more than 30 years.

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WM. H. McLAUGHLIN has worked in our traffic department more than 30 years, after nine years with the Michigan Central and C&O. He was appointed general agent, New York City, in 1944, following service as traveling freight agent there and at Detroit and Chicago. He has been general agent, Cleveland, since 1952.

MAY DONALDSON, a native of Glasgow, Scotland, has been stenographer and gal of work and information in our Cleveland office since 1946. Miss Donaldson also has a long record of service to the aged, crippled and blind through her church guild and other agencies.

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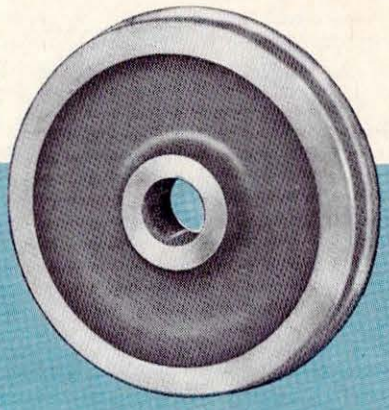

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WHAT THE SHIPPER BOARDS ARE PLANNING (*Continued from page 21*)

boards] of such matters as working rules, mergers, abandonment of unprofitable services, etc. The second point would necessarily include rate-making methods (not levels of rates on particular commodities), common ownership, etc."

Some boards, acting on that very theory, have already moved to break down old barriers. New England, for example, has changed its by-laws to permit discussion of rates ("except individual rates or specific rate adjustments"). One of the high points of its 1960 spring meeting was an explanation by a Canadian Pacific traffic man of agreed charges, followed by a question-and-answer session on the subject.

That same board advocates "expanding the area of discussion at board meetings to include all divisions of the railroads, so the result would be a complete transportation clinic or workship." Several non-officer members of other boards concur in the belief that "board activity and progress could be improved by concentrating more on operating features, so the shipper can be thoroughly informed as to railroad problems, and operating people of the railroads familiarized with shippers' problems."

Another board suggests that "speakers from competitive forms of transportation should be invited," on the theory that "broader understanding of all viewpoints develops sounder conclusions, from which all of us can profit." This idea was put into actual practice by the Pacific Coast board when its Piggyback Committee was addressed by Major General (ret.) Paul Yount, now executive vice president of Consolidated Freightways.

The same man who expresses interest in speakers from competitive modes of transport also suggests that "subjects before the Legislative Committee be given a hearing in general session." While legislation has never been on the boards' unmentionable list, he thinks it would be beneficial for the legislative chairman "to select a subject of current interest at each meeting and have one of his committee members briefly review it."

Encourage general participation in meetings. There seems to be considerable feeling that too many men attend meetings just to sit and listen; that, as one man put it, "too many are content to leave discussion and work to others." Methods of changing this situation are

Traffic Managers Across the Nation Tell How the Boards Help

The story of what Shippers Advisory Boards have done, and are doing, to help both shippers and carriers is told in these excerpts from letters written to Railway Age by traffic managers for different industries in different parts of the country:

- **Improved Service**—"I am satisfied that some technological advances made by the railroad industry in the past decade are responsive to criticism and agitation in advisory board meetings. My company has directly benefited from reduction in damage claims through use of freight cars with lading protection features and piggyback services, which also improve our service to customers." . . . "For our company, the boards have meant better transportation service in its various aspects, minimizing to a degree at least our shipping and receiving problems." . . . "Continuous demands by the membership for better and faster less-carload movement have resulted in some improved LCL schedules."

- **Better Car Supply**—"Close surveillance of demurrage and periodic checks by the Clean Car Committee have proved invaluable in the supply of cars." . . . "The boards have been of assistance during times when freight cars were in short supply, contributing in no small measure to the maintenance of an adequate car supply through car efficiency activities and campaigns for claim prevention and clean cars." . . . "By collecting information as to anticipated future car loadings, shipper boards have been helpful in calling to the attention of rail carriers the need for prompt car purchases and car repairs. Board actions have prevented more serious car shortages than have occurred."

- **Wider Acquaintance**—"Advisory boards provide a common meeting ground where traffic managers for industries may meet representatives of transportation companies and mutually discuss the problems of both." . . . "The boards provide the only forum that gives us personal contact and personal acquaintance with operating officers of different railroads. Whenever we have any car supply or service problems, I feel a lot easier about picking up the telephone and discussing these matters with the appropriate operating officer whom I know personally through my contacts at shipper board meetings." . . . "Shipper boards are the only common meeting ground between shippers and railroad operating executives and personnel. In the matter of clean cars, car service, switching, etc., acquaintance with operating personnel is extremely helpful." . . . "We see railroad traffic and sales people often, but our best and most rewarding contact with operating people is through attendance at advisory board meetings." . . . "We come in personal contact with key railroad officers in the operating, sales and mechanical departments; meet and discuss our problems with officials of the AAR; and work with traffic representatives of other leading industries to learn their problems and achievements and trade ideas for the mutual benefit of all shippers and receivers."

- **Broader Understanding** — "Shippers and carriers alike learn of current problems confronting each and are challenged to find remedies." . . . "My views and knowledge of transportation problems have been materially broadened. I have developed a greater appreciation of the problems of the other fellow. This has enabled me to do a better job for my company." . . . "Board meetings form a valuable forum for development of a common understanding of mutual problems of shippers and railroads. The mere fact that they get together and deliberate on these problems is in itself of great value."

- **Wiser Legislation** — "The boards provide an excellent sounding board for proposed legislation, and can continue to be helpful in the future in encouraging legislation to promote sound transportation." . . . "Boards have been suc-

the subject of several suggestions.

One shipper proposes "formation of small discussion groups" to "give each individual an opportunity to express himself more fully and encourage some shippers who are now silent to speak up." "More panel-type meetings where there will be more shipper participation" are advocated by one board chairman; and presentation of committee conclusions in panel or debate form by another.

A non-officer member of the Mid-West board thinks it's up to board chairmen to "stress the fact that all shippers should plan to attend committee meetings and feel free to present any and all problems of transportation having to do with their industry."

A fourth man, addressing himself particularly to the subject of railroad participation, points out that "answers to questions are only expected from operating personnel. Why not include sales and marketing people? If they take the time to attend, there should be a way to use the knowledge they have gained from calling on shippers of every commodity moved in and out of the territory. Off-line men could brief us on what is happening on their railroad. An exchange of ideas is what we seek, and if we expect these men to attend, we should also want them to participate and add to the value of the sessions."

Officers of the National Association of Shippers Advisory Boards

President
W. C. Cole

Vice President
K. S. Wright

Vice President
L. E. Olson

Secretary
R. J. Tyler

Make sure meetings are conveniently located and timed. Most boards vary their meeting points, but hold their sessions at about the same time each year, and usually on the same days of the week. There's undoubtedly something to be said for all three practices —but there's some indication, also, that some change in habits might be desirable.

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(*Continued on page 29*)

Shippers and RRs

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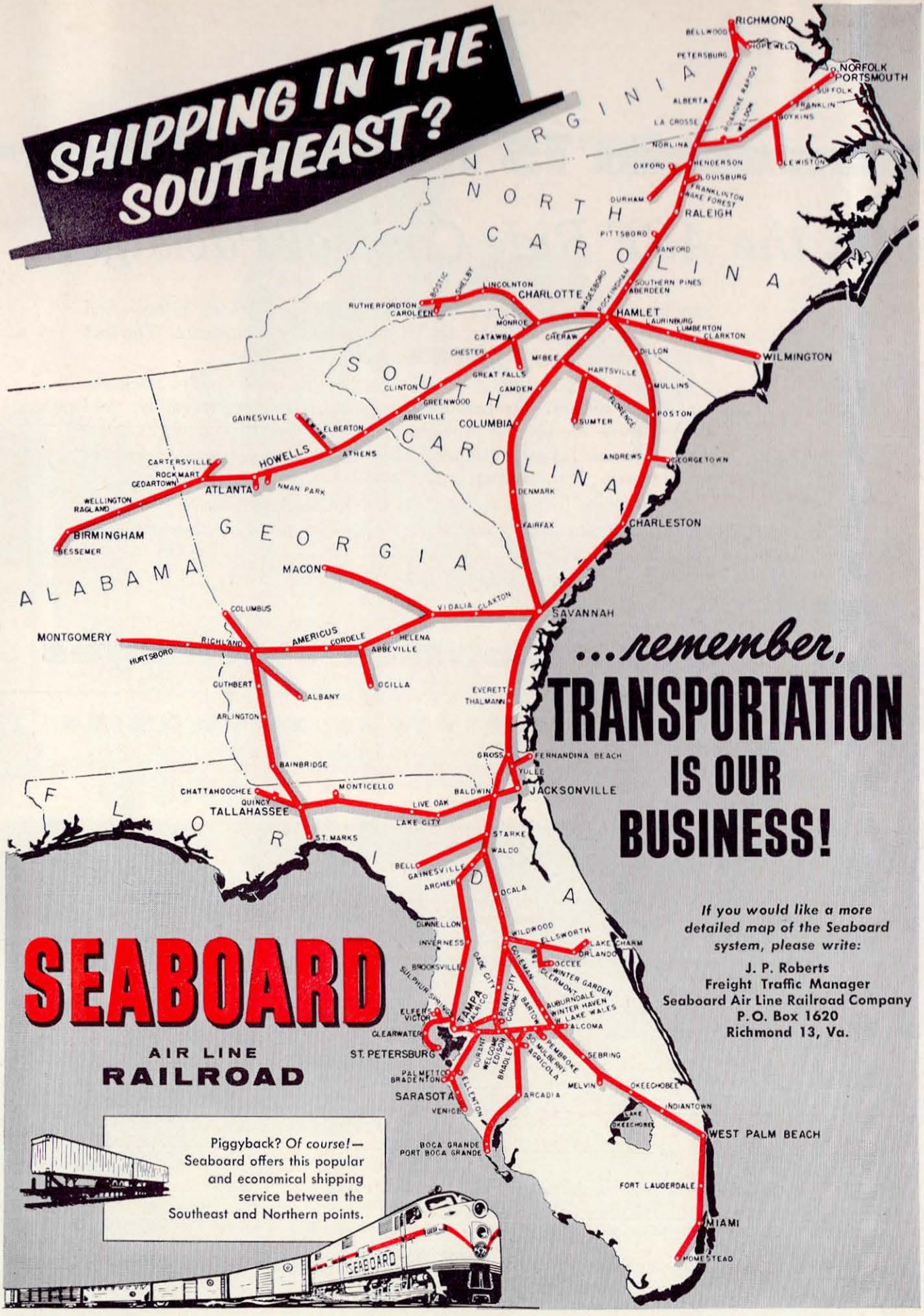
"This circumstance makes necessary a type or model of cooperation that other industries, because of their freedom of action, find unnecessary."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MIAMI

the subject of several suggestions.

One shipper proposes "formation of small discussion groups" to "give each individual an opportunity to express himself more fully and encourage some shippers who are now silent to speak up." "More panel-type meetings where there will be more shipper participation" are advocated by one board chairman; and presentation of committee conclusions in panel or debate form by another.

A non-officer member of the Mid-West board thinks it's up to board chairmen to "stress the fact that all shippers should plan to attend committee meetings and feel free to present any and all problems of transportation having to do with their industry."

A fourth man, addressing himself particularly to the subject of railroad participation, points out that "answers to questions are only expected from operating personnel. Why not include sales and marketing people? If they take the time to attend, there should be a way to use the knowledge they have gained from calling on shippers of every commodity moved in and out of the territory. Off-line men could brief us on what is happening on their railroad. An exchange of ideas is what we seek, and if we expect these men to attend, we should also want them to participate and add to the value of the sessions."

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Officers of the National Association of Shippers Advisory Boards

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Shippers and RRs

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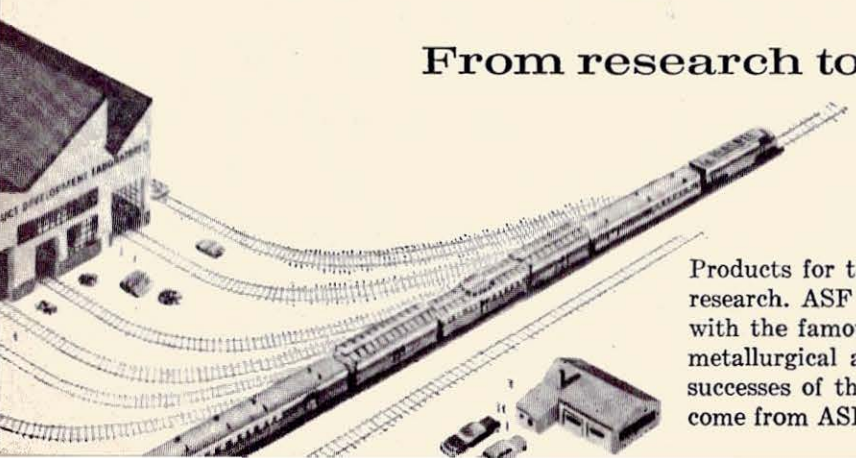
"Broncos"

From research to reality

in railroad progress



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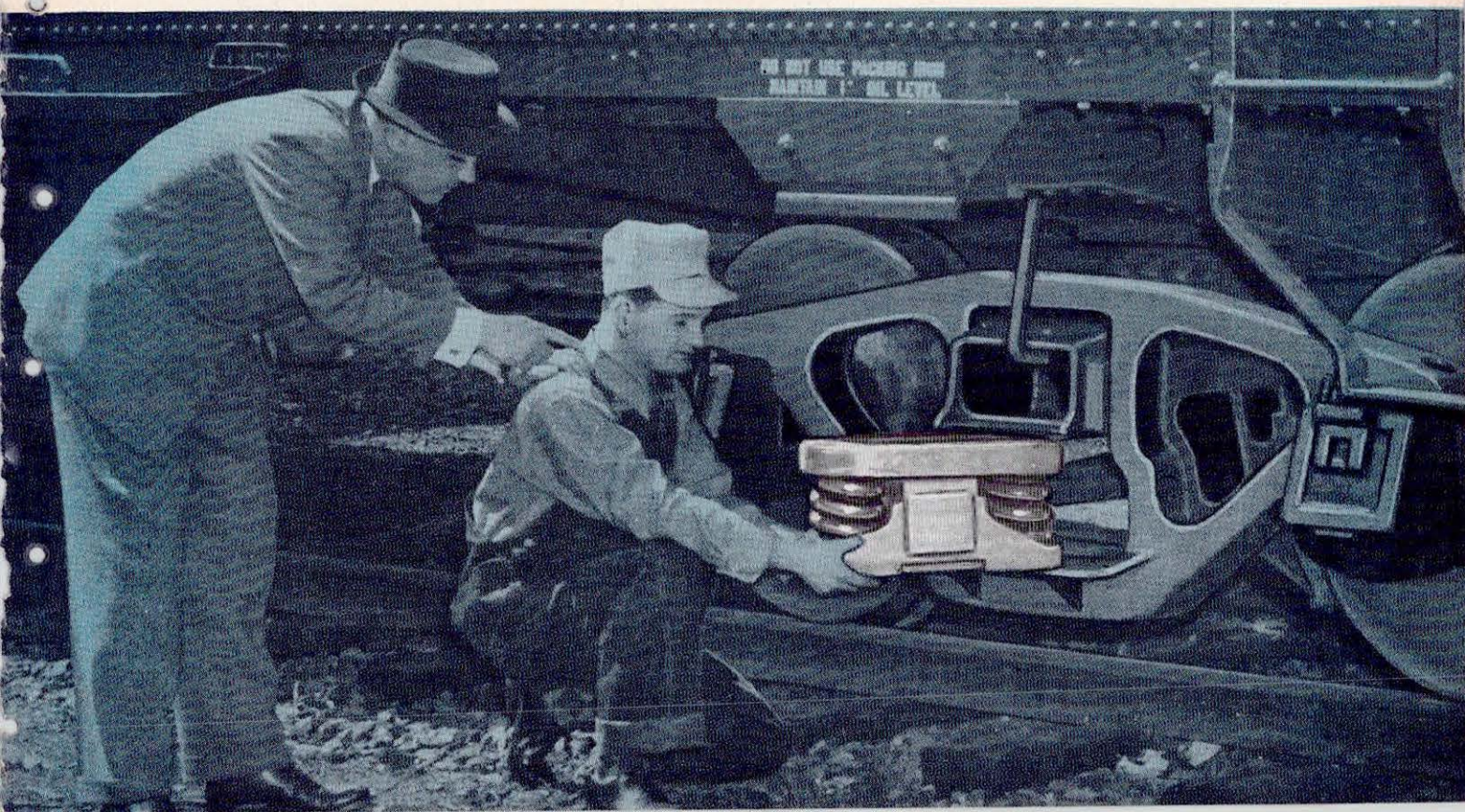

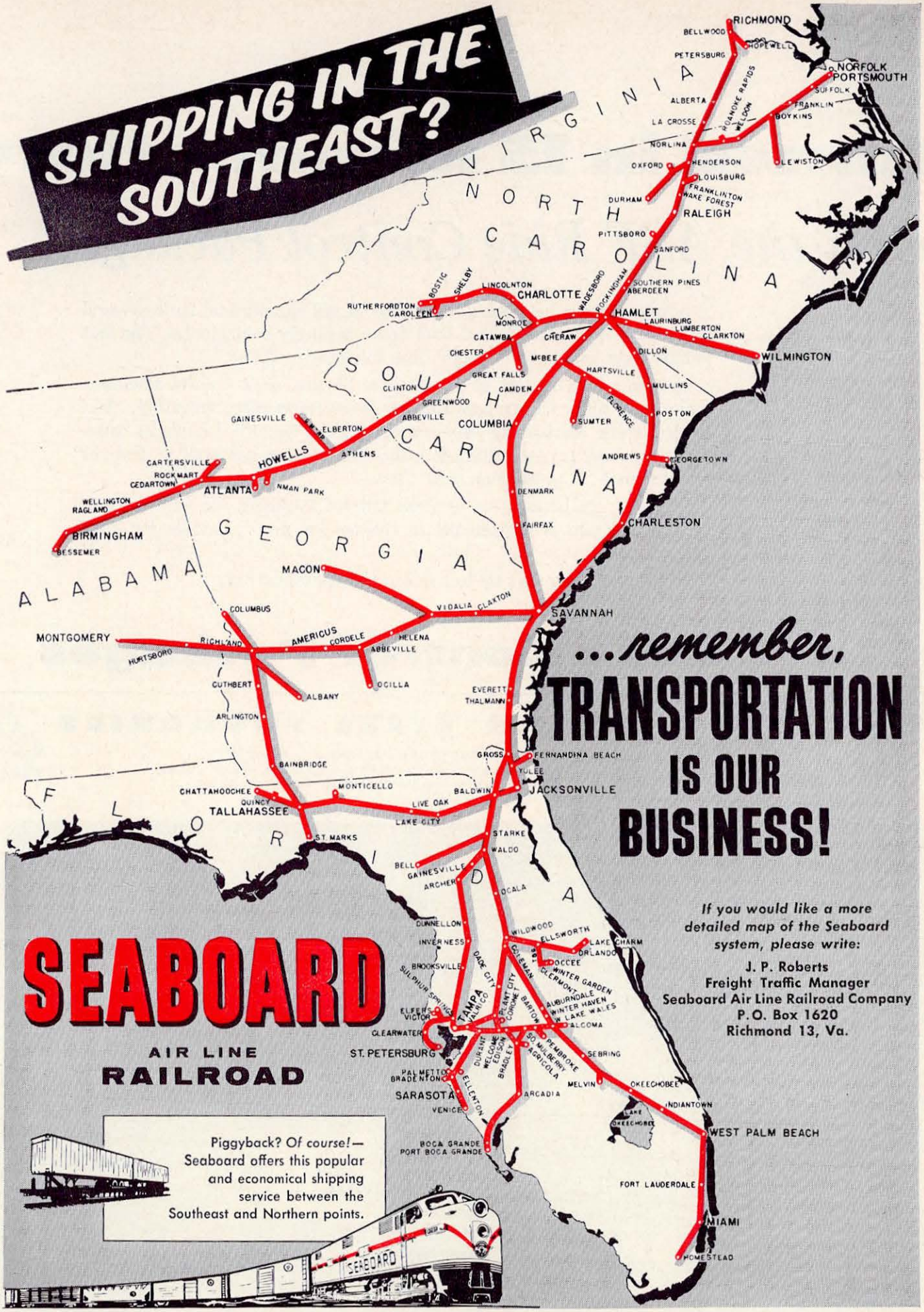
SHIPPING IN THE SOUTHEAST?
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NORTH CAROLINA
SOUTH CAROLINA
GEORGIA
ALABAMA
FLORIDA
RICHMOND
BELLWOOD
HOPEWELL
PETERSBURG
NORFOLK
PORTSMOUTH
SUFFOLK
FRANKLIN
BOYKINS
ALBERTA
LA CROSSE
ROANOKE RAPIDS
WELDON
NORLINA
OXFORD
HENDERSON
LOUISBURG
FRANKLINTON
WAKE FOREST
LEWISTON
DURHAM
RALEIGH
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DENMARK
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DADE CITY
COLEMAN
TAMPA
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BARTOW
ELFERS
VICTOR
CLEARWATER
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WELCOME
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PALMETTO
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OKEECHOBEE
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act as liaison, doing the field work necessary to provide a complete report for presentation and finalization at the general session."

Stimulate committee activity. This subject, again, seems to be a matter of special interest in the Great Lakes area. That board makes a point of trying "to keep its committee activities up to date with changing patterns in transportation." Furthermore, its board officers "work to support committee chairmen, especially in the case of new assignments, so a committee chairman does not feel he is doing a solo job." The Southwest Board gets new chairmen and officers "off to a running start" at informal breakfasts on the first day of each board meeting.

The Allegheny board, in recognition of "changing transport patterns," has transformed its old LCL Committee into a Piggyback & Container Services Committee. Several others have done much the same thing. One has created a new Special Car Equipment group. Allegheny has established an Off-Line Sales & Service Committee, "which has been doing an outstanding job." Southwest, with a lot of defense installations in its area, has set up a permanent Military Affairs Committee, headed by the regional director of the Military Traffic Management Agency. "Not only has this contributed greatly to board work, but has resulted in MTMA taking a greater part in all board activities."

Develop individual contacts with members. The Pacific Coast board has established a general advisory committee composed of equal numbers of railroad men and shippers. Its function is "to welcome guests and members to meetings, to answer any questions relative to the advisory board movement, and generally see that meetings are run promptly and without confusion." Though the group has been in action for less than a year, the board reports that "it has done much to improve the general caliber of the meetings."

Southwest has done about the same thing, with local Membership-Attendance Committees in 29 key cities to secure new members, keep the roster up to date and encourage greater participation and attendance. Each of these groups is headed by a shipper, with a sales representative from each railroad serving each city as a member.

Great Lakes say its local arrangements committee "extend extra effort" to attract new members and increase attendance in cities where meetings are held and in the surrounding territory. It also says it has received excellent cooperation on problems of membership and attendance from the Sales & Service Subcommittee of its Railroad Contact Committee.

As that indicates, shippers feel that railroads can do a lot to stimulate board attendance and activity. "Wouldn't it," asks an individual member of the Mid-West board, "be helpful for railroad sales departments to train their salesmen to express an active interest in board meetings when calling on customers? Increased industry attendance at meetings would increase the number of subjects for discussion and thereby make the boards more useful to more shippers."

Another member—from the T-M-K board—also makes an interesting suggestion, predicated on his belief that what is needed to improve board meetings is "added industrial representation." "An organizer," he says, "should be operating in each city and every board territory to form a group of shipper representatives to attend each regular meeting. In some instances, it is not feasible to travel to the meeting by train and therefore the reduced fare tickets are of no particular interest. However, if one or more individuals will undertake to organize a caravan or group to travel to and from the meeting together, it will stimulate interest, both in the trip and the proceedings while at the meeting."

"It is not so much," he adds, "a matter of trying to improve or develop programs to make such meetings more useful to more shippers, but rather a matter of demonstrating to shippers the opportunities they are overlooking in not attending such meetings and making personal contacts with the operating officers of the railroads who are in position to assist them in their car supply and service problems."

A past president of the Northwest board says his group "is exploring the idea of bringing the purposes of the board to the attention of top management in industry in the hope that they will authorize and instruct one or more of their personnel in charge of shipping and receiving to become active members by service on committees and attendance at meetings." Behind this idea is the board's feeling that "a large number of industrial traffic managers and employees in charge of shipping and receiving could increase their own effectiveness and efficiency by broadening their acquaintance among railroad representatives present at board meetings," but "may be unwilling to approach their superiors for authority to take an active part in board work."

Arrange special activities. Several boards have arranged for displays, at some of their meetings, of specially equipped railroad or privately-owned freight cars.

•

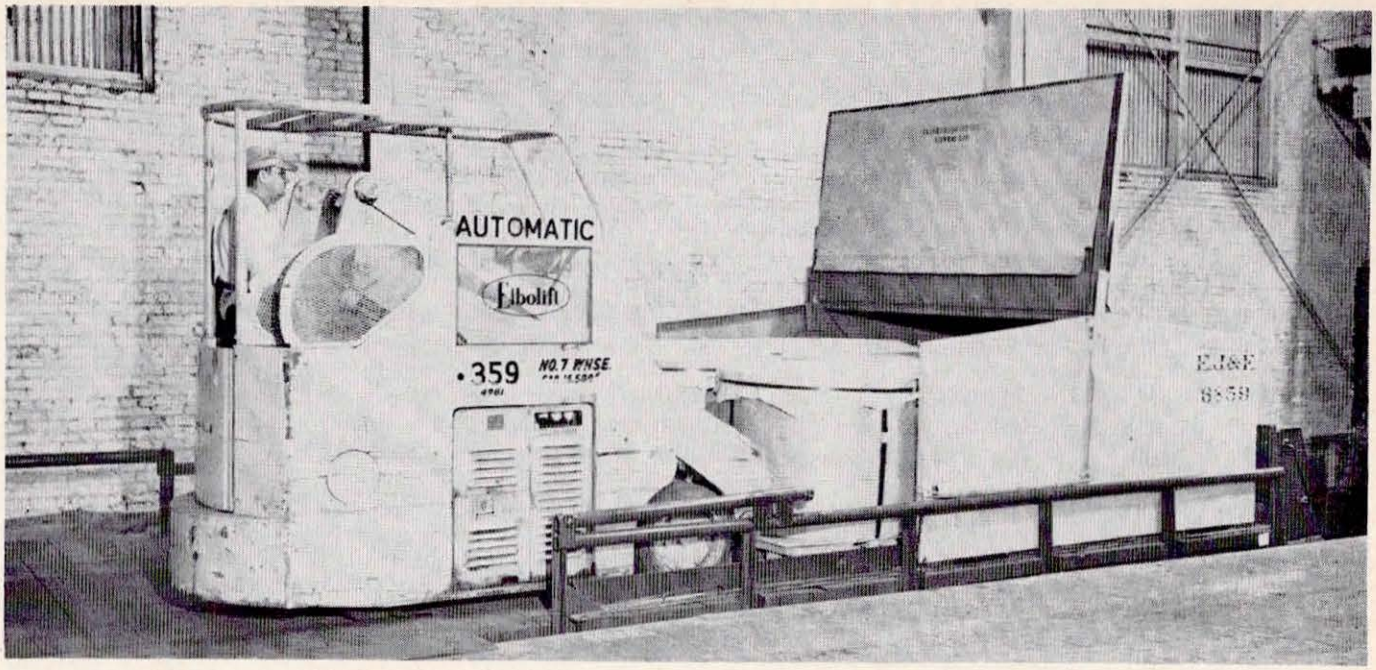
Each of the 13 regional advisory boards is a largely autonomous organization responsible for (and undoubtedly capable of) solving whatever individual problems it may have. Methods which each board chooses to employ will naturally vary according to the territory it serves, the interests of its members, and the personalities of its officers.

Not all the ideas set forth above will (or should) be applied at the same time and to the same degree by all boards. Other newer and better ideas may still be developed, to be tested out in the 13 regional laboratories which the several boards actually constitute.

The important thing is that the boards as a group are giving serious and thoughtful consideration to ways and means of strengthening themselves and of increasing the influence they can undeniably exert for better transportation. The consideration is national in scope; it is engaging the best brains of the whole advisory board movement. The result seems sure to be a stimulation of interest and of activity; a reconfirmation of the boards' established position as a "unique example of how a business and its customers can work together on common problems and come up with mutually beneficial solutions."

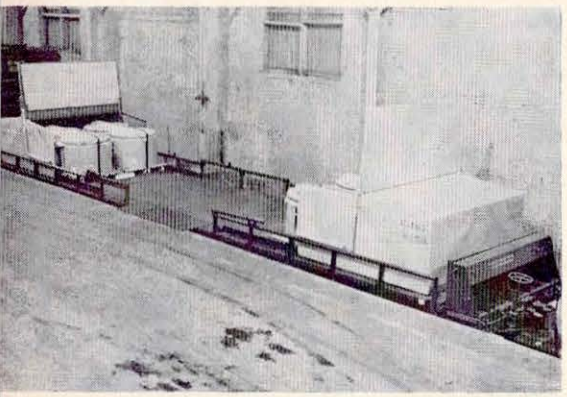
Such a result, certainly, is to be desired, because there is broad recognition of the truth of Mr. Cole's assertion that the boards have a vital part to play in assisting railroads to give shippers the service they require. To paraphrase the Mid-West board, such assistance, in shipper-carrier interest, means finding some degree of solution and accomplishment in such matters as regularity of service, proper utilization of railroad plant, reduction of loss and damage, and, quite possibly, diversification, coordination or integration of transport facilities generally. It means also, in the words of a Pacific Northwest shipper, creating "greater realization of the importance of maintaining a good, sound public transportation system, and the responsibility which each of us should assume in working toward that end."

To the extent that the boards can reach that goal, or even go some appreciable way toward it, they will help shippers and carriers alike to develop the broad perspective that will be needed to appreciate the challenges and meet the problems that lie ahead for both of them.

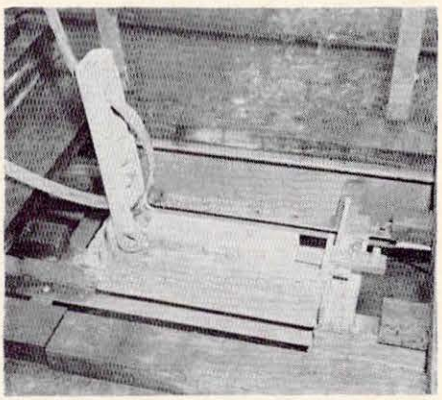


FORK LIFT LOADING can be completed quickly; cover also makes possible loading with overhead crane.

How the EJ&E Hauls Tin Plate



HINGED COVERS are installed at each end of the EJ&E tinplate car; shipper response has been good.



RETARDER installed in car floor is used for clamping steel strapping which anchors tinplate coils.

► The story at a Glance: The Elgin, Joliet & Eastern has come up with a new way to haul coiled tin plate. It has adapted 10 of its standard flat cars for that type of traffic by installing special steel covers at the car ends. Loading and unloading time has been cut as much as 50%, compared with other handling methods. Twenty-five additional cars are being converted in the same manner.

The Elgin, Joliet & Eastern has converted ten standard 70-ton, 50-ft flat cars for coiled tin plate traffic by installing special steel covers at the ends of the cars.

Coils now weigh 16,000 lb each, with a trend toward as much as 20,000 lb each. Many plants use fork-lifts weighing up to 28,000 lb to handle the coils, which puts a strain on the car floor.

The EJ&E has found the flat car particularly adaptable for loading and unloading the coils because either fork-lifts or overhead cranes can be used. The cover has a counter-balanced hinged top. This feature, combined with a new load retarder, is said by consignees to permit unloading the car by one man in 30 min. Loading and unloading time is reduced up to 50%, compared with other handling methods.

The covers are equipped with rollers on the sides and mounted on tracks which also serve as load guides. They are designed to conform closely to the contour of the coil load. Used with the controlled movement or retarder principle, the covers shift freely under impact conditions. During loading and unloading, the hinged top and front section is raised and folded back, allowing the tractor operator to position four palletized coils in the right location. When loading is completed, the top is closed and fastened with pins (see cover photograph).

Time is saved at points of destination and origin because the covers remain on the car, eliminating removal and repositioning.

The load retarder is permanently anchored to the car underframe and is mounted flush with the floor boards. Corrugated surfaces are provided in the base and the hinged cover. Steel strapping, 2 in. by 0.050 in. is threaded through the retarder. When the cover is closed, the corrugated surfaces mesh to provide a braking effect on the band. After the strapping is positioned around the coil load, it is tightened with a conventional strapping tool. The EJ&E feels that the retarder gives maximum protection to loads in transit. The cars are equipped with permanent end bulkheads and a pipe railing which serves as a safety device.

An additional 25 cars are being converted. They will have Allison-Kargo 6 by 11 bearings. Deck height has been increased 3 in. to conform to loading platform requirements.

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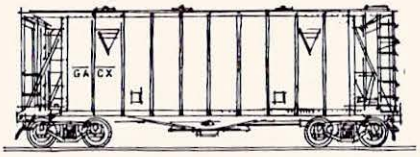

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Ideas For Better Shipping

Olin Mathieson Packages Hardwood Flooring

To keep its product bright and clean until it reaches the user, Olin Mathieson Chemical Corp. is now packaging all hardwood flooring shipped from its Shreveport, La., plant. The corrugated containers, manufactured by Olin at West Monroe, La., hold 1,000 board feet, and weigh (loaded) approximately one ton.

Olin claims the following advantages for packaging, compared with the traditional method of shipping hardwood flooring in unwrapped steel-strapped bundles:

1) Uniform packages are easier to stack, safer to handle and permit better utilization of warehouse space.

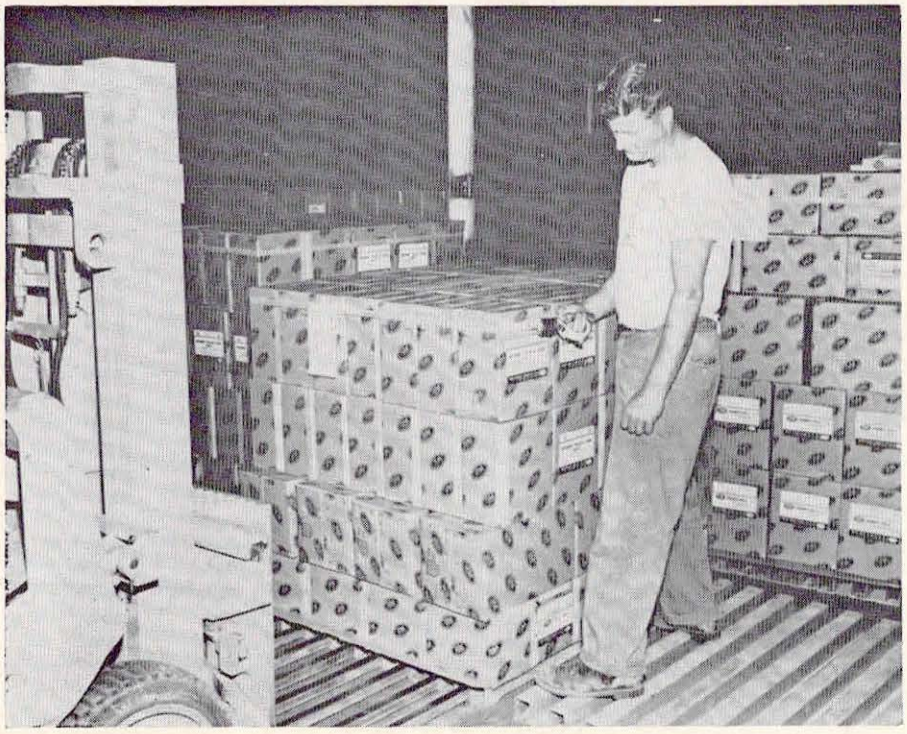
2) Inventory keeping is simplified, because each package is marked with its exact weight and board foot content.

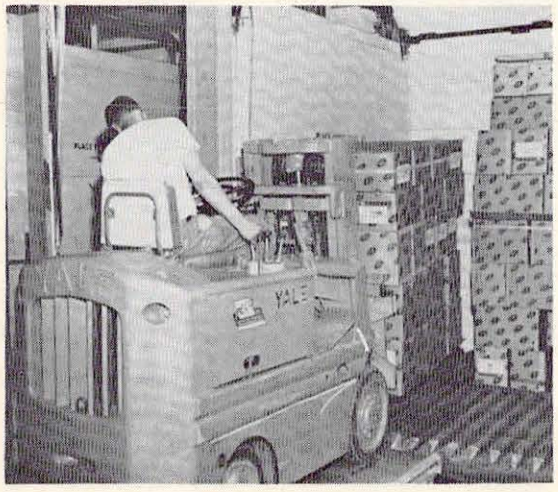
3) Product identification is strengthened by package marking.

4) Transit damage is reduced, because short lengths cannot slip out; ends and nail grooves are protected.

5) Flooring cannot be bleached by sunlight or absorb moisture.

Palletless Unit Loading Cuts Shipping Time





MANUAL dispenser is used (above) to place a strip of filament tape around top layer of the load. Unpalletized unit load thus formed is ready for high-speed mechanical handling into and out of "Unit Load" car (right). System cuts shipping time and offers damage-free transit.

Reduction of freight loading and unloading time from hours to minutes, plus damage-free transit, are the major advantages claimed for a technique developed jointly by Minnesota Mining & Manufacturing Co., St. Paul, and Unit Load Car Corp., Chicago.

The new method utilizes 3-M's pressure-sensitive tape to bind individual cartons into unpalletized unit loads for high-speed mechanical handling into and out of the "Unit Load" car. Essential features of that car are its division into compartments which prevent shifting of load; overhead doors on both sides of each compartment for free access to any point in the car; and corrugated steel flooring designed for easy entry of fork-truck tines.

Application of the technique involves three basic steps:

1) The load is formed into a unit by using a manual tape dispenser to adhere a strip of "Scotch" brand filament tape around the top layer. This serves as a cap to hold the load in place.

2) The unitized load is lifted on fork-truck tines and moved to the car (or trailer). The grooved floor, formed to a male and female module matching the truck tines, serves as a fixed base on which the load rests.

3) The fork truck is driven directly into the car, the load placed in the desired position, and the truck driven back for another load.

Double-decked loads require slip sheets to permit re-entry of truck tines during unloading.

First tests of the new technique involved a 55,000-lb carload and a 23,000-lb truckload from St. Paul to Los Angeles and Chicago, respectively. Both shipments are reported to have reached their destinations in "exactly the way they were loaded."

TRANSCO

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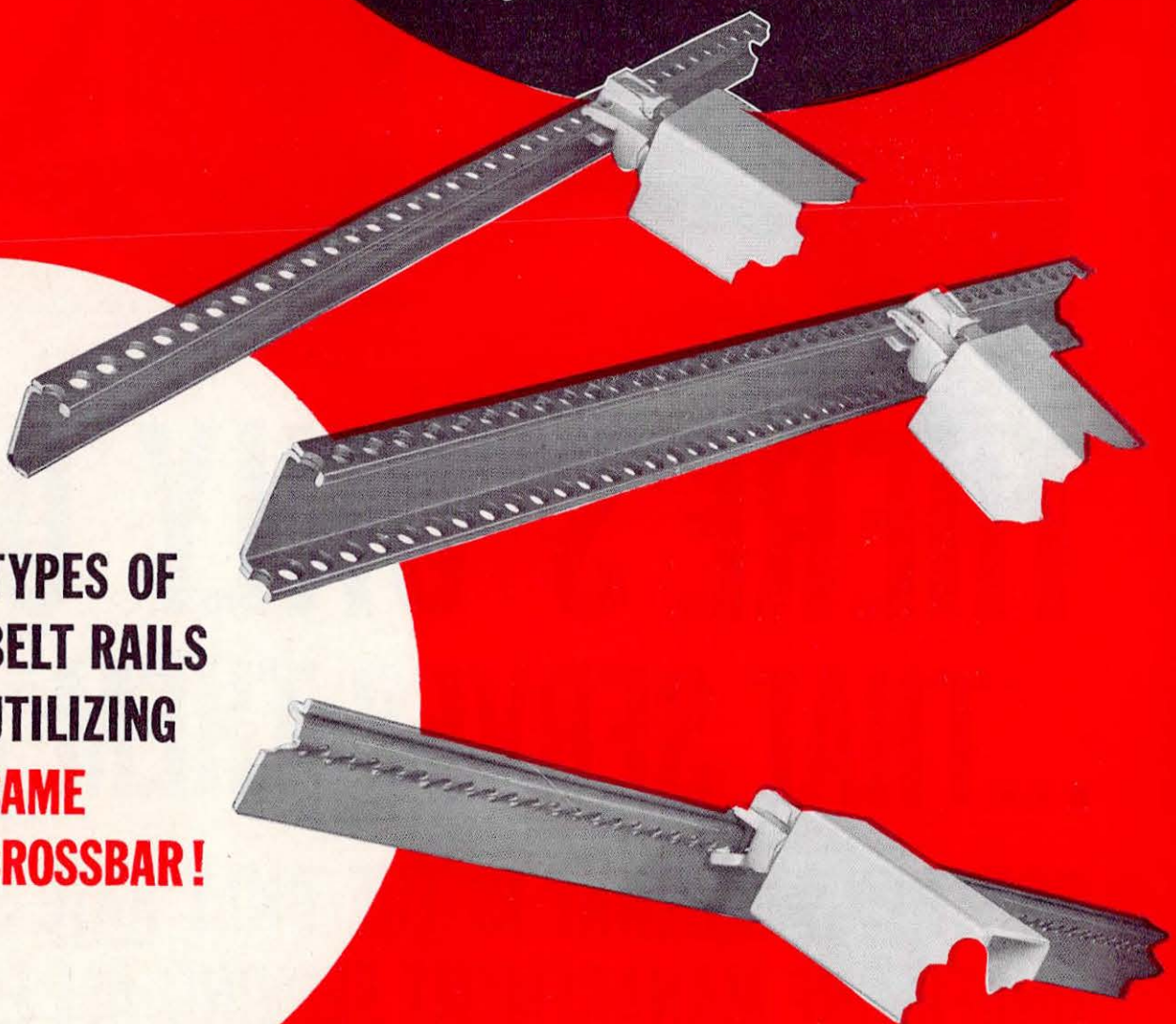

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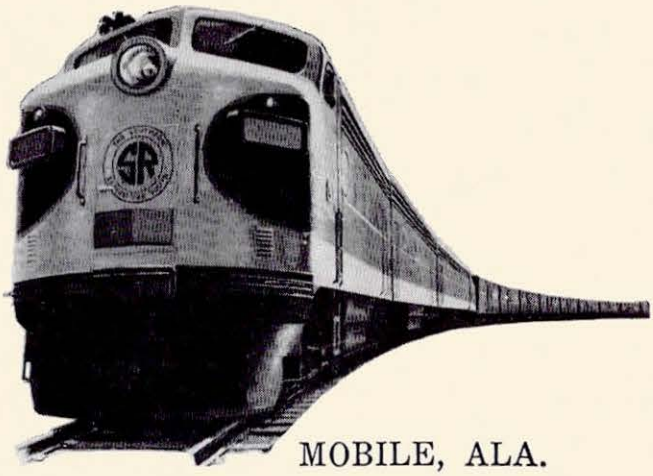

MOBILE, ALA.

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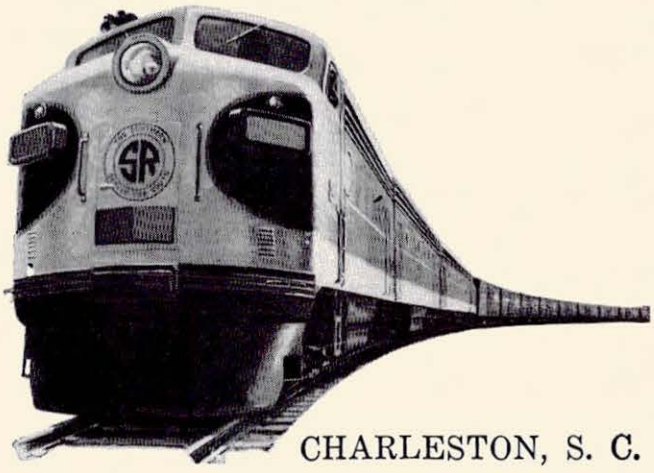

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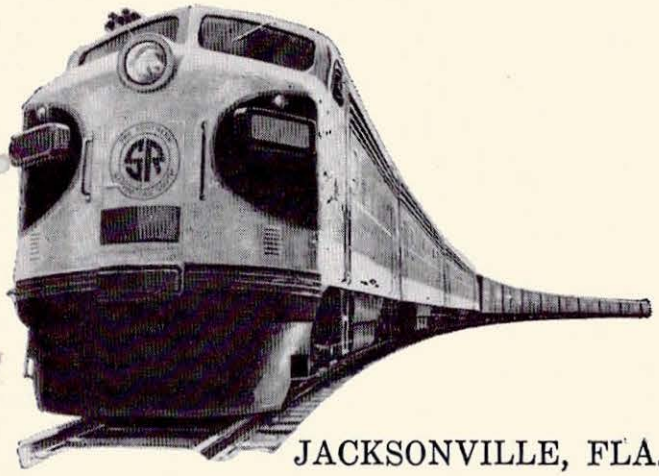

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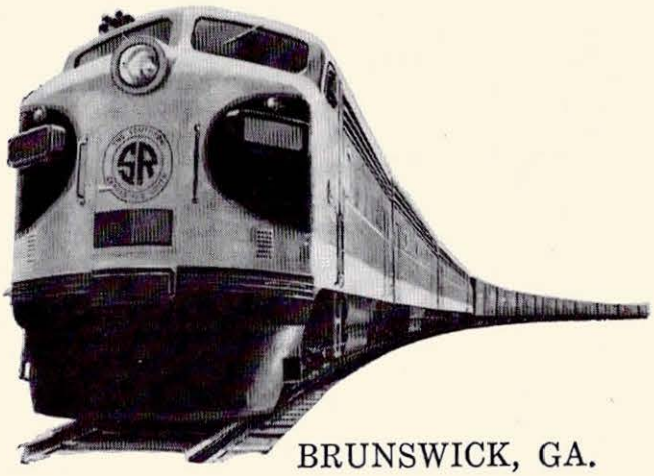

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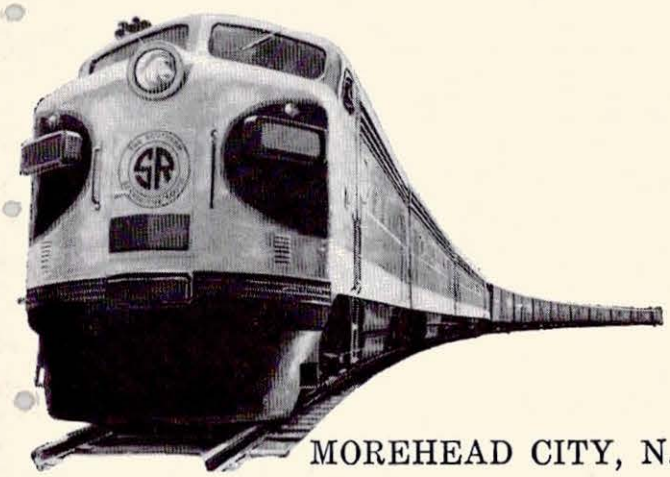

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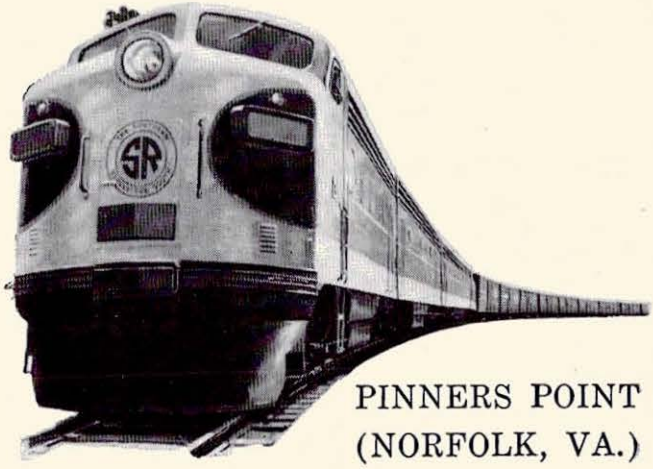

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SOUTHERN RAILWAY SYSTEM

How to Keep Industrial RRs Safe

► **The Story at a Glance: The following article is abstracted from a series of papers on railroad safety written by Charles A. Goodwin, Traffic and Transportation Engineer, Liberty Mutual Insurance Co., Boston, Mass. It was prepared for the benefit of policyholders in Liberty Mutual, one of the world's largest underwriters of industrial insurance. The safety facts which Mr. Goodwin emphasizes are applicable by industrial traffic managers responsible for operating or using in-plant rail facilities. They are equally applicable by railroad engineering, operating, signaling and safety officers whose duties include liaison with industries having in-plant trackage or equipment. Part I of Mr. Goodwin's papers appeared in Railway Age, July 25, page 40; Parts II and III, August 29, page 37.**

PART IV—Freight Docks

Accident exposures at railroad freight docks are principally the result of substandard dock design, inadequate protection over movements, and lack of or improper use of handling devices.

Height of Dock—The height of freight docks is determined by the average floor level of the type of freight car most commonly spotted. Serious differences in elevation between dock edge and freight car floor can be a continued source of handling accidents, even with use of car or dock plates.

Access to the dock from ground level requires properly designed stairs with a hand rail, located clear of freight car or truck movements. Periodic inspection of the stairs is necessary because of exposure to weather and traffic wear.

Dock Edge Protection—On long loading docks, subject to heavy traffic by freight-handling power trucks, exposure exists at the dock edge. Low levels of illumination and narrow docks combined with concentrated backing, turning and passing maneuvers by trucks, may result in truck wheels running off the dock edge. While such occurrences are infrequent, they usually result in truck and operator falling into the railroad or truck pit and sustaining serious and costly injury and damage.

Power truck accidents at loading docks are usually confined to the entrance of freight cars and result from lack, mis-use or improper design of car or dock plates. In most cases, provision of properly designed plates and establishment of strict rules relative to their use have corrected hazardous locations.

Under certain conditions, use of guard rails may be warranted provided the situation has been carefully evaluated from the standpoint of other dangers guard rails may create, e.g., hazard to railroad employees spotting freight cars. Permanent railings may also involve exact car spotting, which may prove hazardous unless proper equipment is provided.

Edge protection may be afforded by 6-in. by 6-in. sections of wood that could be removed at any car door. The advantage of movable sections is that specific spotting of cars is not required. However, a problem of adequate fasteners may exist, and a strain hazard may be introduced from handling heavy wood sections, any section less than 6 ft being impractical. A curb of lightweight metal, designed for sectional installation in 6-in. by 6-in., 6-ft, 60-lb units, is considered the most practical solution and is available commercially.

When evaluating a given loading dock situation, management should take into consideration width and length of dock, amount of power truck traffic, positioning of freight cars or trailers, etc. Often, adequate illumination, reflectorized painting of the dock edge, provision of properly designed dock plates, installation of truck canopy guards, establishment of set-back traffic lanes, and effective driver control will minimize dock edge exposures. If these measures appear insufficient to prevent costly accidents and even fatalities, then recommendation of curbing would be justified.

Freight Car Handling

The principal cause of accidents during car spotting is the lack of communication between plant personnel and railroad switching crew.

When railroad switching operations begin on plant premises, all employees in the area should be advised. Use of audible and/or visual signals is most effective at blind or enclosed locations when connected with the track circuit and actuated automatically by train movement. Grade crossings can be controlled by automatic gates or flasher signals.

Exact spotting locations for freight cars may be required because of bridges crossing the track pit between platforms or buildings, or because of fixed dock edge protection. Any system of crossing bridges must be interlocked with a signal system to be set against track movements while bridges are down. Authority to raise bridges should rest solely with a plant engineer, supervisor or other responsible party. When crossing bridges are the draw type, raising at one end, automatic barricades or warning signals should be provided at the open end for plant traffic approaching to cross the tracks.

It is good practice to require the railroad to set the hand wheel brake of the last car into the siding. Further guarantee against car movement after spotting is the setting of standard wheel chocks affixed to the rail.

Car Doors—Opening of freight cars can be hazardous unless proper precautions are taken. The supervisor should inspect a door before opening. If dangerous or weakened, repairs should be made to prevent it from falling when opened. All defective doors should be reported to the railroad. A jammed or frozen door causes strains and hernias unless proper hand tools are used.

A car door should be opened slightly at first to examine for possible shifting of load in transit. To handle a shifted load safely, employees are kept well clear as the door is opened to allow loose stock to fall out, provided the type of material will permit.

Care must be taken when entering freight car doors with power trucks that the mast height does not exceed the vertical clearance.

Use of Car Plates

Accidents resulting from improper design, handling and use of dock plates are important, especially with power trucks, because of the extra weight involved and the possibility of power-driven wheels moving the plate. Listed below are design factors to be considered in evaluating or selecting dock plates.

1) **Stability**—The plate must be designed to withstand the weight of the truck and maximum load carried.

2) **Horizontal motion control**—Provision must be made to prevent movement of the plate as trucks travel back and forth over it.

3) **Vertical motion control**—Some method must be provided to allow for variance in height between dock and freight car floor.

4) **Positioning of plate**—Consideration must be given to handling plates to and from position between dock

(*Continued on page 40*)

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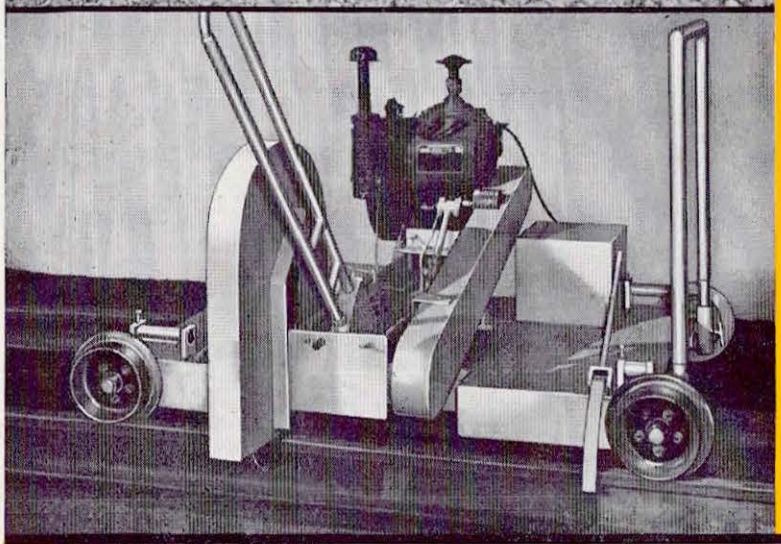

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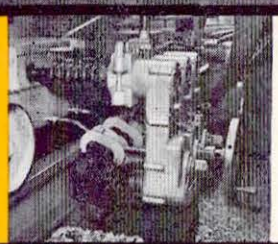

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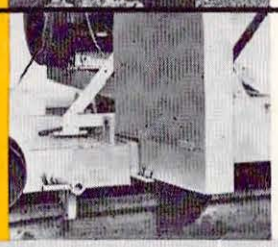

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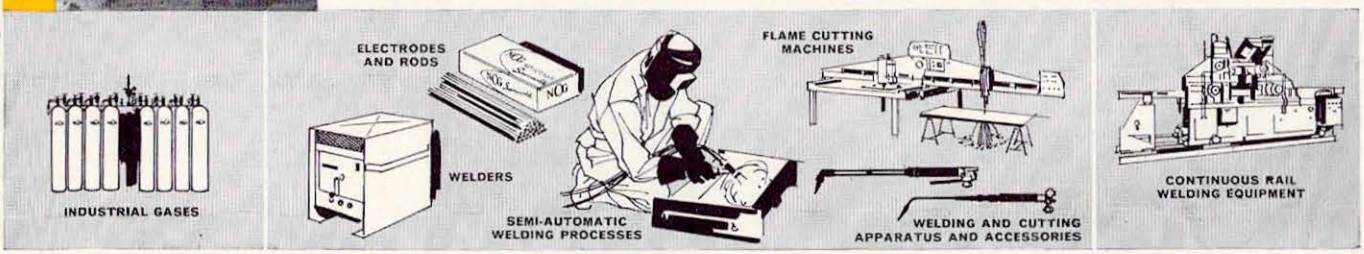

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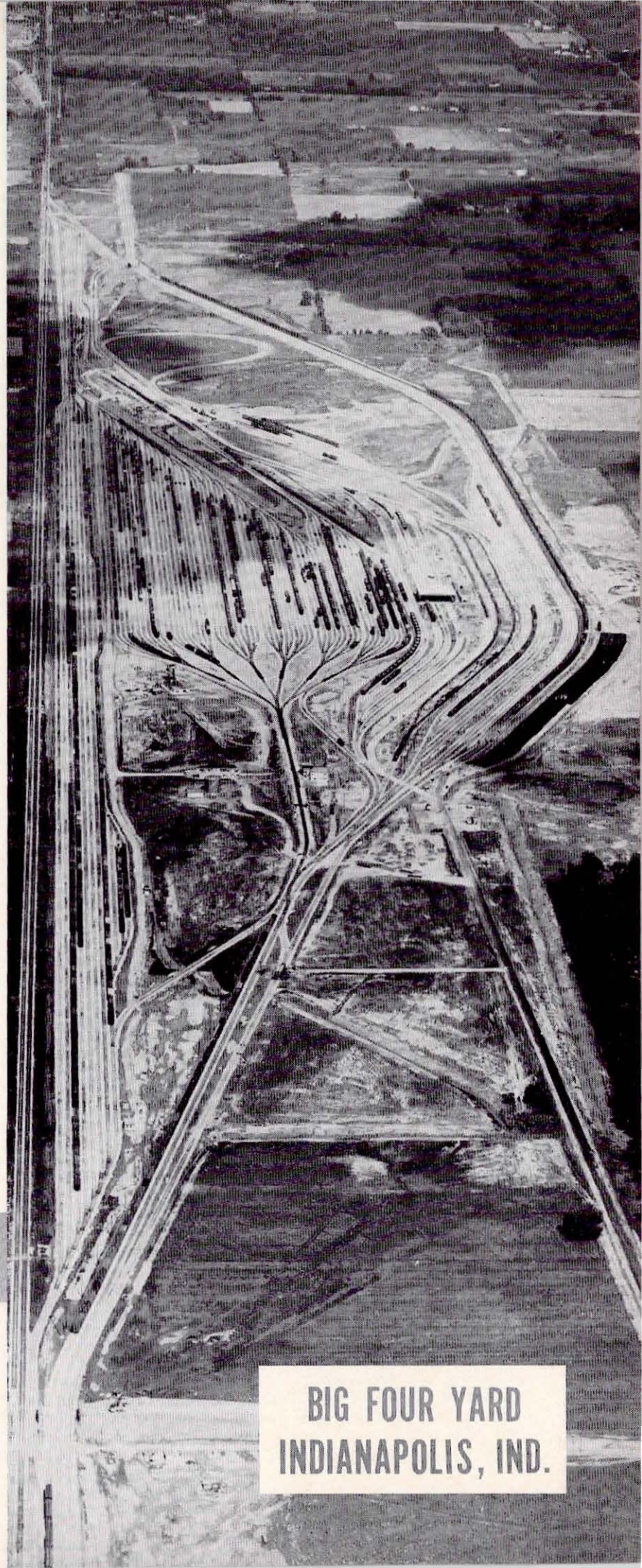


BIG FOUR YARD
INDIANAPOLIS, IND.

 (*Continued from page 36*)

and car. Manual handling should be minimized because of strain and hernia possibility and also to eliminate accidents resulting from dropping the plate.

5) **Width**—Width of plate must allow plenty of room for truckers to cross safely. If power trucks are used, the plate should be at least three feet wider than the trucks, and should flare out at least two feet wider on the dock side. This allows the truck to enter the car at an angle.

6) **Length**—The plate must allow a safe bearing surface on the dock and on the freight car floor. Car plates used between two freight car openings must provide a safe distance of bearing surface on the two car floor surfaces.

7) **Side rails**—Some method must be provided to prevent power trucks from running off the plate and falling between the dock and car.

8) **Non-slip surfaces**—Surface of all dock plates should be non-slip. This is especially important if the angle of the plate, when in position, results in a "ramp" condition.

9) **Storage**—A storage area must be provided for dock plates when not in use to eliminate tripping hazards and improve housekeeping conditions at the unloading dock.

Freight car floors cannot be depended upon to support a greater floor loading than a 4,000-lb capacity fork lift with load. It is important, therefore, that shipping supervisors check condition of car floors before running power trucks into them.

Loading of Cars

The AAR has prepared rules and regulations governing safe loading of freight in closed cars for a variety of materials. This reference material is available through the Freight Loss & Damage Prevention Section, AAR, 59 E. Van Buren St., Chicago.

When there is evidence of repeated violation of good loading practices, the supervisor should discuss the accident potential of the problem with responsible parties. Proper blocking and bracing, securing of load to skids, doorway protection, etc., are necessary to prevent accidents while loading, during transit, and when unloading cars.

Illumination and Housekeeping

Adequate illumination and orderly housekeeping are prerequisites to safe operations at freight docks. Illumination of 20 foot candles, minimum, at 30 in. above floor level, is considered good lighting in shipping and receiving areas and should provide sufficient visibility inside track pits. Use of incandescent vs. fluorescent fixtures is dependent upon temperature fluctuation, type of current, etc. Generally fluorescent lighting is most practical for enclosed docks or sheds that can be heated.

Working conditions within box cars may be made safer by use of supplementary lights as portable extensions which may be hung on the car interior to illuminate loading operations which may require blocking, bracing, or strapping.

Serious falls and clearance injuries may result from promiscuous placement on dock or car floor of hand tools, wood braces, portable conveyors, strapping machines and other equipment incidental to loading or unloading operations. The track pit may require periodic cleaning due to accumulation of lumber, paper, cardboard, wire and other debris.

PART V—Trestles

Principal hazards of trestle operations result from elevations involved and manual operations which require men to walk or stand adjacent to hopper cars dumping material. Inspection and maintenance of substructure, superstructure, and such accessories as walks, ladders, etc., is generally very limited; as grime and dust accumulate, structural defects become more difficult to observe prior to critical failure.

Width—Width of trestles depends upon whether or not employees are required to walk or stand on the top deck. A typical cross section is 14 ft, for 8-ft out-to-out width of tie spacers and 2-ft wide walk with outside braced railing supported by alternately extended ties. The general requirement for walks is that the outer edge shall be 6 ft from the near rail and the hand rail 42 in. high. Where walkways are required on both sides of the track, trestle deck width would approach 18 ft.

Dump Span—Openings are provided in dump trestles to permit dumping from hopper cars. This creates a considerable open area through which a worker could fall; however, any attempt to close the area would reduce the effective dump area. Certain materials may permit installation of a grill to cover the dump span which would not impede dumping.

Car Spotting and Unloading—Exact car spotting on dump trestles is important due to fixed positions of dump spans. Accessibility to spans by suitable walkways or platforms is required to permit crew members to spot accurately and prevent workmen from overreaching when opening car hoppers. Crosswalks should be installed when walkways are on each side of the track.

Ordinary wrenches are not suitable for opening hopper bottom cars, as they are not designed to hold when the door ratchet is released and the load dumped. Proper wrenches for this purpose are available commercially.

When it is necessary for men to go into hopper cars to unload or clean, safety belts should be worn to prevent falls into the hopper. Respirators may be required when brushing or air cleaning methods are used inside hopper cars.

Car brakes must be set after spotting on trestles and wheel chocks applied to prevent movement during dumping operations. Since most trestles have an open end, a bumper post tied in securely with the rails and end bracing will provide necessary control against extreme movements. The bumper should not be used as a limit guide for spotting, since repeated blows by loaded cars will weaken the entire structure. The supervisor, by observing spotting and unloading practices, may note hazards which can be eliminated.

These requirements apply likewise for dumping operations on tracks with ground level openings where hopper cars unload into underground bins or conveyors.

Marginal Protection—Every precaution must be taken by warning signs and/or lights to protect employees from stepping from adjacent buildings directly onto trestles or high line tracks. All doors and windows which might encroach on safe clearance limits should open inward. Properly constructed railings should be constructed along all walkways. Walkways on either side of dump spans may require continual brushing during and after dumping operations to prevent accumulation of spilled materials that may cause falls. In inclement weather, ice and snow removal is a necessary safety precaution.

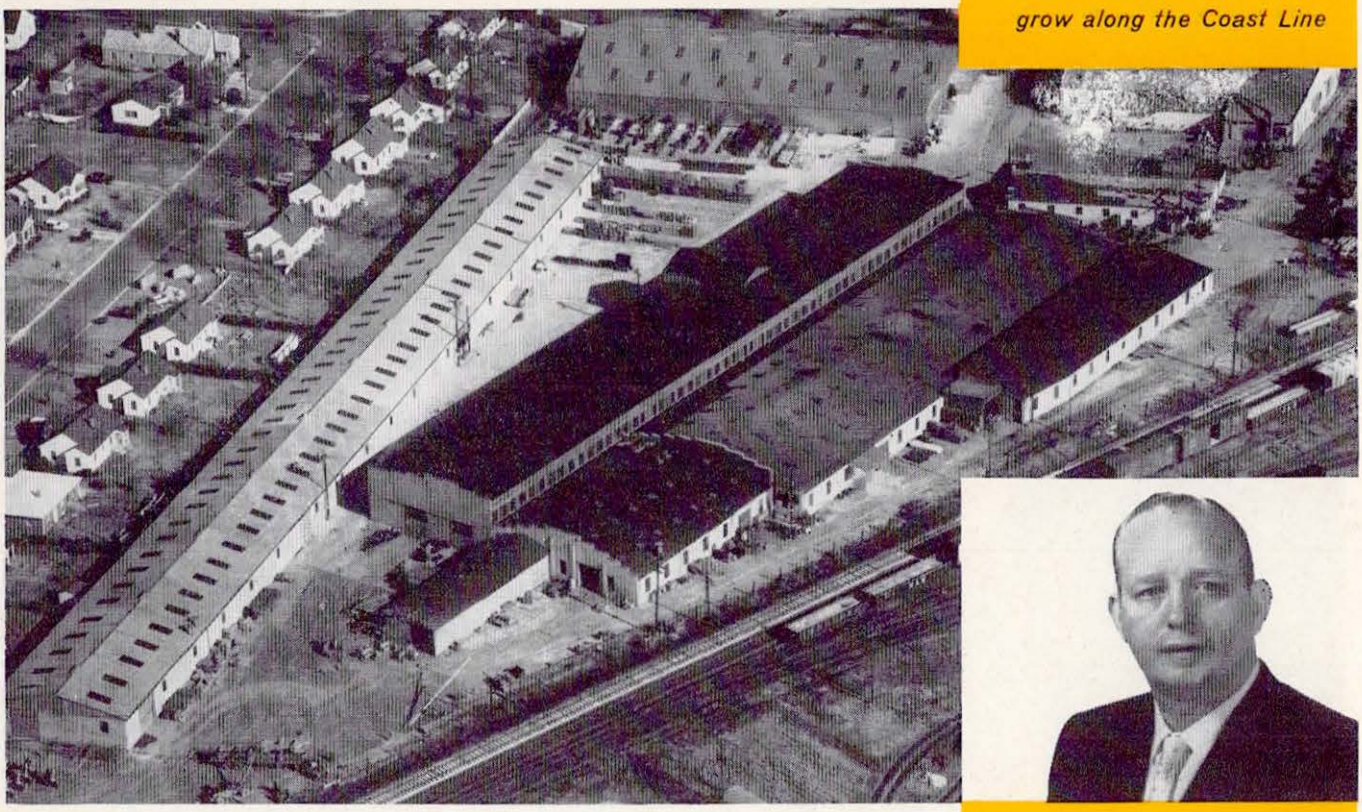
Vertical Protection—Where there is a passageway or area where men regularly work under a trestle, not used for dumping purposes, the trestle should be planked over to prevent objects falling down from rolling stock or trestle.

Repeated dumping of bulk loads may create pressures against supporting bents to cause weakening of the trestle.

(*Continued on page 43*)

Shippers Along the Coast Line

One of a series spotlighting the companies that work and grow along the Coast Line



How to bale hay and make it, too!

Around Tarboro, North Carolina, local boosters frequently cite the city's homegrown Long Manufacturing Company as an outstanding example of the success that can be realized by enterprising businessmen in the opportunity-laden Southeast.

Just 23 years ago Long Manufacturing was a three-man blacksmith and repair shop on a nearby farm. Today it's a $10-million-a-year farm machinery manufacturer housed in six sprawling buildings and employing 600 people. Product lines now include hay balers (turned out at the rate of 60 a day, 5,000 a year), peanut combines, grain storage bins, tobacco-curing heaters, and the world's first commercially successful tobacco harvesters. In all, over 125,000 major pieces of Long-made equipment are currently in use in this country and abroad.

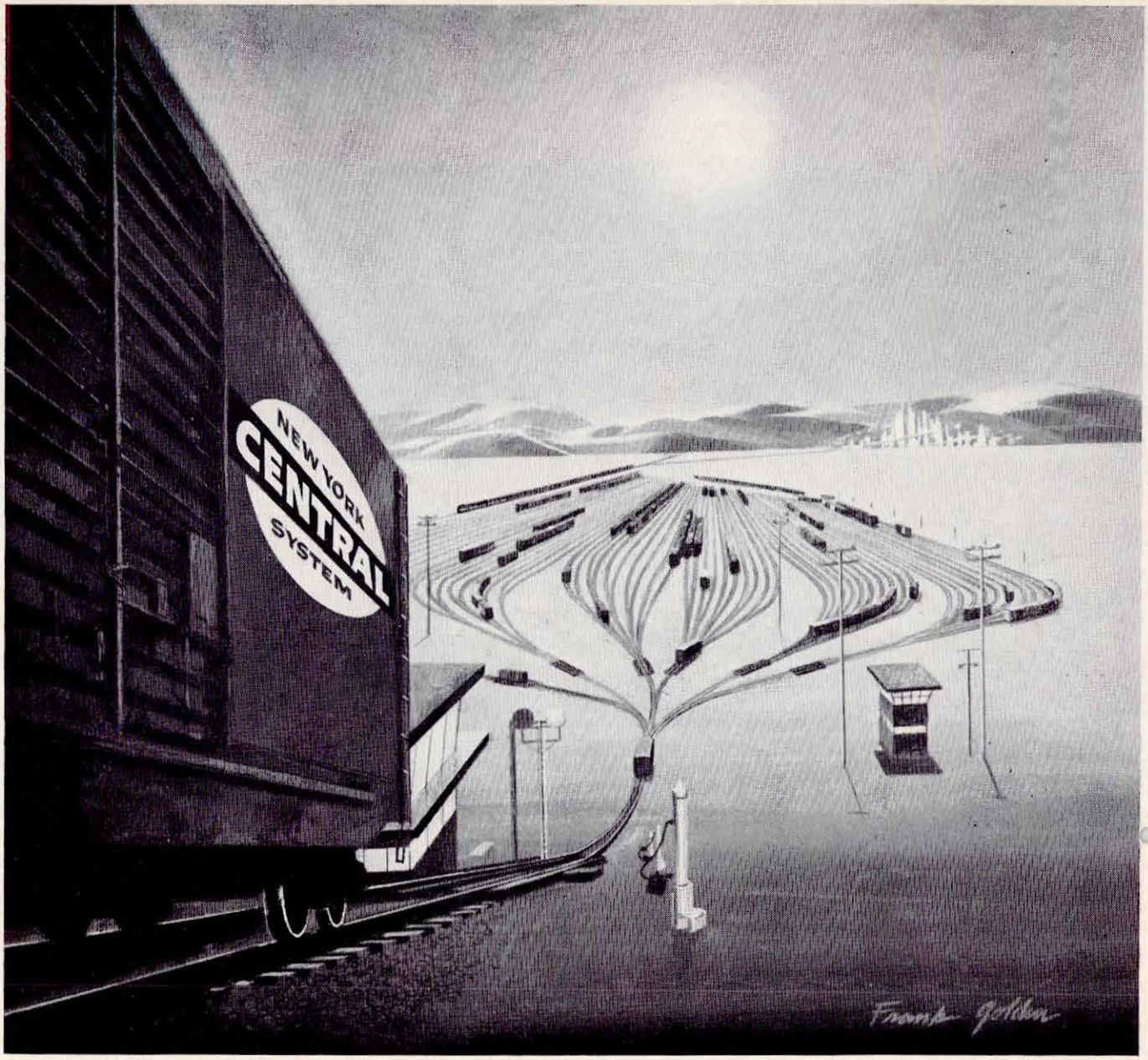
Long Manufacturing is typical of the prospering industries rising everywhere along the Coast Line. As they expand and diversify, Coast Line does, too—providing an increasing number of efficient shipping services to satisfy the varied needs of any shipper. See what these specialized services can do for you and your company. Call on Coast Line soon.

"Thanks for Using Coast Line"

ATLANTIC COAST LINE RAILROAD

...serving the Southeast Coastal 6

William R. Long, founder and president of Long Manufacturing Company, is truly a local boy who made good by making and selling good products. He began his career as a farmer-blacksmith and by repairing machinery for neighbors. Ambitious and imaginative, he soon turned to designing and building farm equipment on his own and thus started the company on the road to its present-day success.



Announcing | **New York Central's "Big Four Yard" electronic gateway to growing America**

The Central has just opened the most modern freight yard in the world. The Big Four Yard, near Indianapolis, is an all-electronic wonder that classifies and forwards freight faster than ever before.

The Big Four Yard is a strategically located gateway speeding freight in all directions, shrinking the distance between the Central's home territory and the great new growth areas of the South and West.

America's shippers recognize the name "Big Four" as a well-known and respected railroad, now part of the Central system. The Big Four has always been associated with top-notch service and dependability.

The new Big Four Yard, gateway to a growing America, is the fourth electronic yard opened by the Central in five years. Each one does the work of several older-type yards. Each is a milestone along the New York Central, Road to the Future.

NEW YORK CENTRAL SYSTEM

ROAD TO THE FUTURE

Bents adjacent to stock piles are usually provided with extra bracing and enclosed by bulkheads to control pile limits.

Inspection and Maintenance—Deterioration of trestles, due to rot, occurs under bent caps at the point of bearing on posts. Creosote oil or chromated zinc chloride preservative treatment of structural timbers prolongs trestle life; the latter is most suitable for walks and rails and supporting members in contact with persons and cleaner bulk materials.

Regular visual inspection should be made of trestles, particularly as to condition of stairs, rails, walkways, ties, bumpers, and general housekeeping. Track clearances, limits of stockpiling, stability of bents, grade of track and other aspects of trestle design and safety can be checked without complicated or time consuming study.

PART VI—Tank Car Unloading Areas

Unless specific procedures are established for switching tank cars on plant premises, railroad crews may attempt to move a loaded chemical tank car connected to unloading lines or may cause other cars to collide with a loaded car on a siding, with potential catastrophe resulting.

The ICC has set forth certain basic regulations on safe control of tank cars carrying explosives or other dangerous articles. Pertinent precautions are:

1) The section of track used for unloading should be bonded and insulated according to AAR recommended practice to prevent fire and explosion from static electricity.

2) The loading siding should be protected from runaway cars or unauthorized train movements by locked derail and/or locked switch; keys for these locks should be kept in the possession of the plant engineer or supervisor.

Safe Placement and Protection

Additional precautions must be followed to insure safe placement and protection of tank cars at loading racks.

1) If winch-type car pullers are used to spot cars, the operator should be guarded from possible cable whipping by a steel plate or shield between him and the travel portion of the cable, the point of contact of cable and winch drum properly guarded. Forged steel hooks should be used for fastening cable to cars.

2) Pulling cars with cranes may prove dangerous due to angle of draw cable. Pushing or pulling cars with ordinary mobile equipment is extremely hazardous. Specially designed tractors and other car spotting equipment are available commercially.

3) Hand spotting requires a properly designed pole-type car mover with tough, long-grained wood handle and steel pry; crowbars or pinch bars are not acceptable substitutes. The worker should stand with the handle of the bar to one side of the track rail and face the car with feet well apart to prevent unbalance.

4) After spotting, tank car brakes should be set and wheels blocked.

5) A "blue flag" reflectorized "stop" sign should be set 25 ft ahead of the last car toward the main track approach. When a track is accessible from both sides, similar protection is essential at each end. During hours of darkness blue lights should be used with the blue flags.

6) Where men are working underneath or between tank cars, switches and derails should be locked in addition to posting blue signals.

7) The plant engineer or supervisor responsible for maintaining locked switches and derails should be in charge of placing or removing blue signals.

Loading and Unloading Platforms

Variations in tank car construction, which is contributory to falls, is compensated for by a number of types of approach platforms available commercially. It is important to check these for adequacy of lighting for night work; proper guarding of counterweights; possibility of skidding or slipping on platform surfaces; and condition of brakes, clamps and other devices for controlling degree of horizontal and vertical swing for positioning over cars and for locking when not in use.

Letters from Readers

Sheep—or Goats?

New York

To the Editor:

I read with considerable interest Mr. Shinn's letter in Railway Age, Sept. 5 (p. 36).

I know I stand among many when I question classification on the basis of the value theory. When this country was younger (it is, of course, still young), the value theory was good in placing the transportation burden in such manner as to allow free flow of commerce over distances which, without the theory, would not have permitted the expansion necessary for growth.

This country has grown tremendously as against what its economy was from the Civil War to the turn of the century. Future growth will probably be equally significant, barring some catastrophic upheaval. I cannot see as a base for such future growth a theory of transportation rate-making. I believe every commodity should stand or fall on its own inherent nature to move long or short distances. The resources of this country have been sufficiently exploited, it would appear to me, to put commodities of every type in every locality without requiring the transportation system to equalize almost every situation. A commercial enterprise, finding itself at a competitive disadvantage because of distance alone, ought not to figure on additional profits at the expense of the transportation system. If it cannot ship, some other organization more strategically located can.

It is my view that the value theory has or ought to have little economic validity at this point of our growth; it may, unfortunately, continue to have some political validity.

It would be interesting if Mr. Shinn would elaborate upon his remarks concerning separation of sheep from goats. I am not sure what he means.

George H. Cunningham
General Traffic Manager
Sterling Drug, Inc.

Factual Account

Jacksonville, Fla.

To the Editor:

The August 8 issue of Railway Age contained an article on Coast Line's moving into its new office building.

It was such a well-done article that I thought I would let you know how much I enjoyed reading a real factual account which contained the highlights of this undertaking. It was exceptionally well done and I congratulate you.

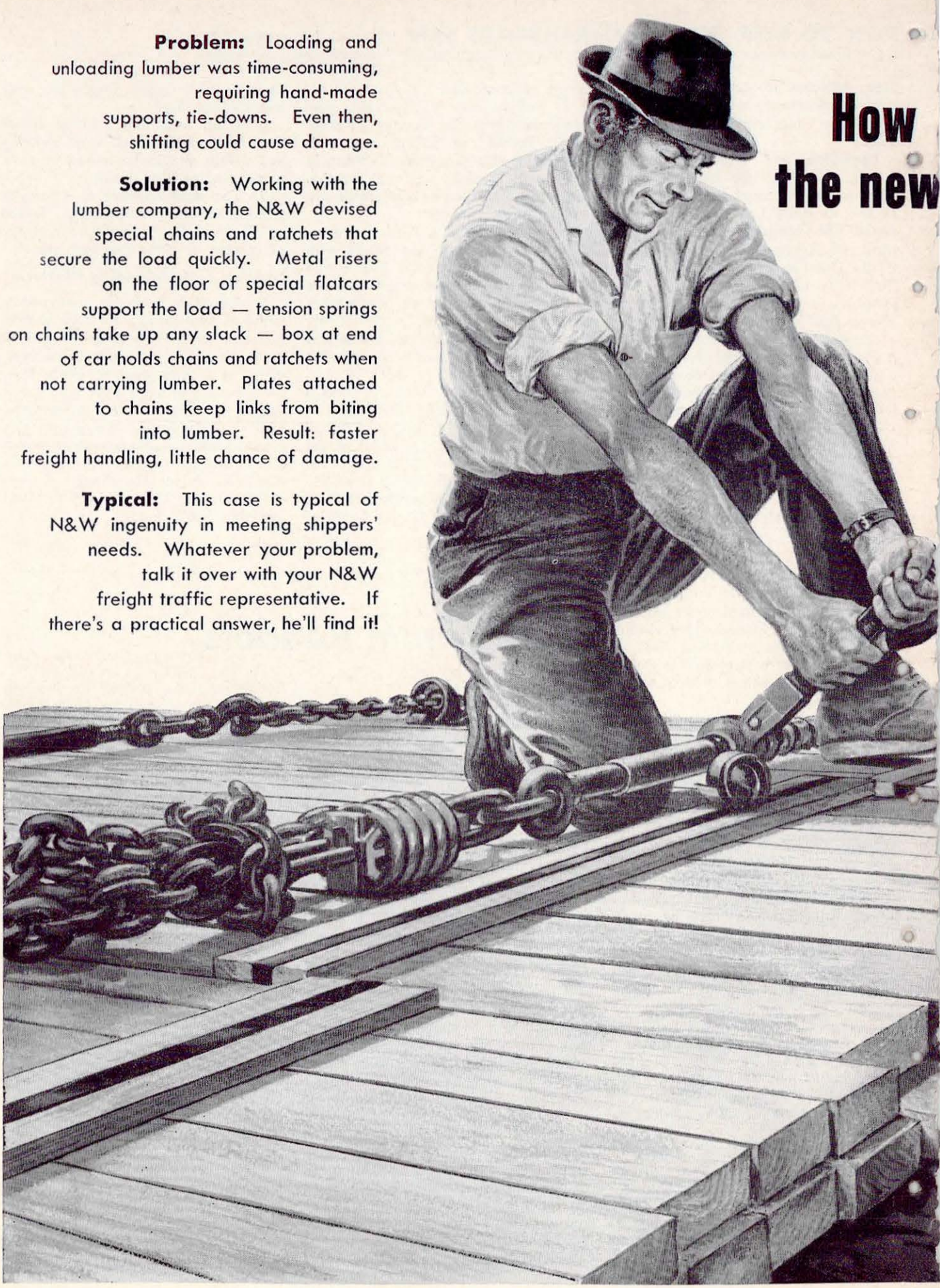
Prime F. Osborn
Vice President & General Counsel
Atlantic Coast Line

How the new

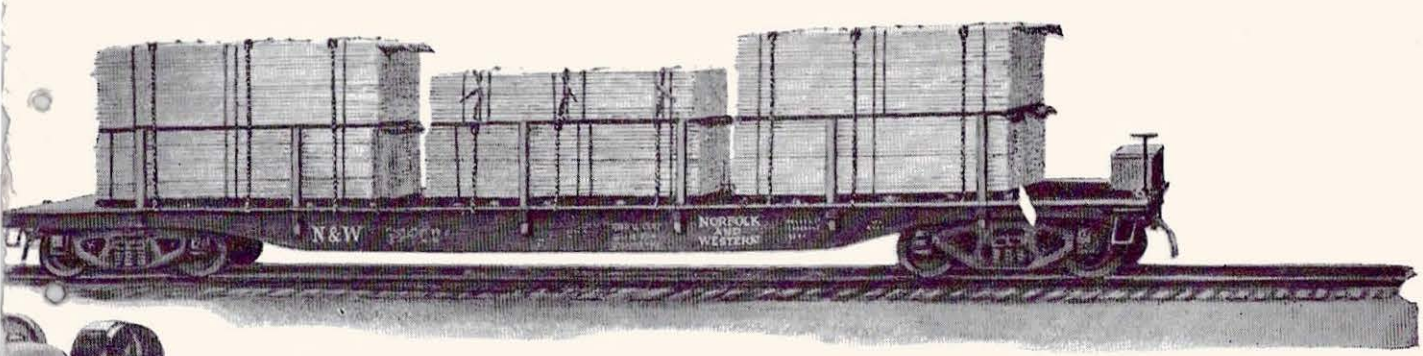
Problem: Loading and unloading lumber was time-consuming, requiring hand-made supports, tie-downs. Even then, shifting could cause damage.

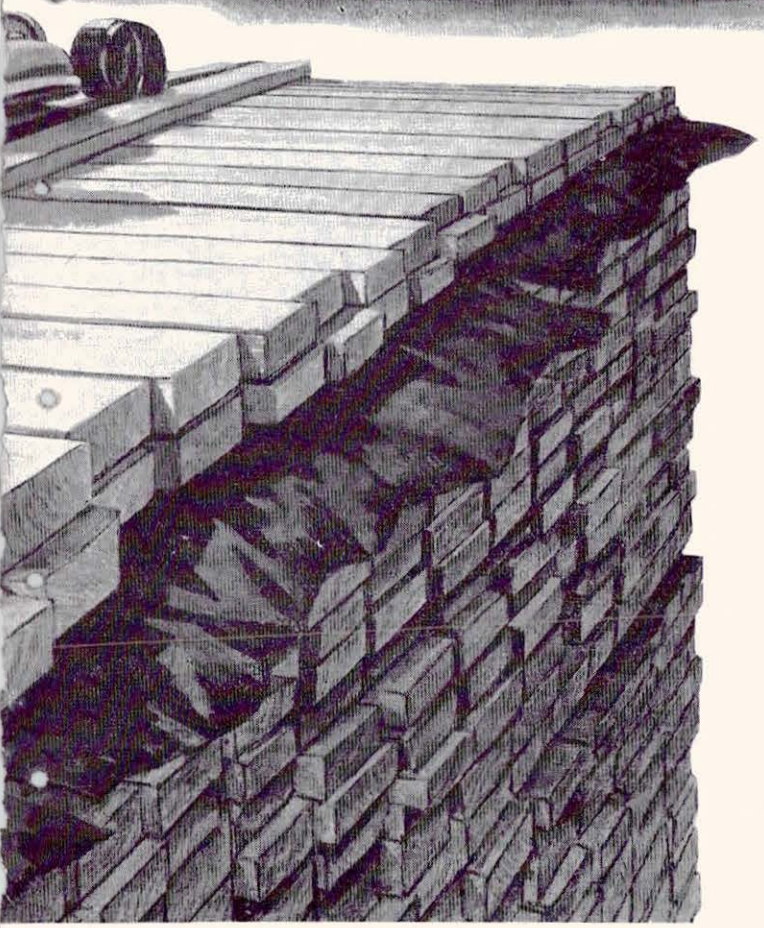
Solution: Working with the lumber company, the N&W devised special chains and ratchets that secure the load quickly. Metal risers on the floor of special flatcars support the load — tension springs on chains take up any slack — box at end of car holds chains and ratchets when not carrying lumber. Plates attached to chains keep links from biting into lumber. Result: faster freight handling, little chance of damage.

Typical: This case is typical of N&W ingenuity in meeting shippers' needs. Whatever your problem, talk it over with your N&W freight traffic representative. If there's a practical answer, he'll find it!

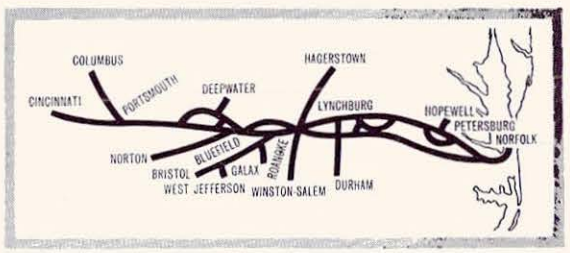


N&W PUTS REBELLIOUS LUMBER IN IRONS





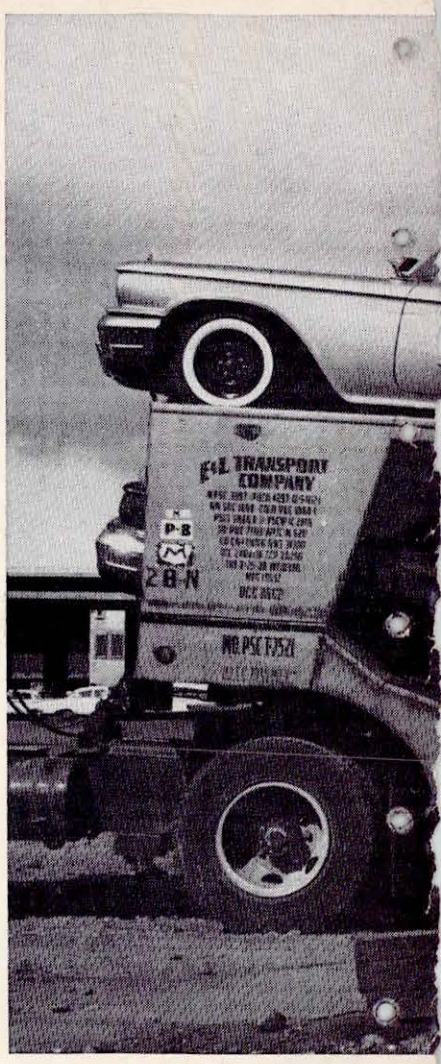
N&W



NORFOLK & WESTERN RAILWAY

GENERAL OFFICES • ROANOKE, VIRGINIA

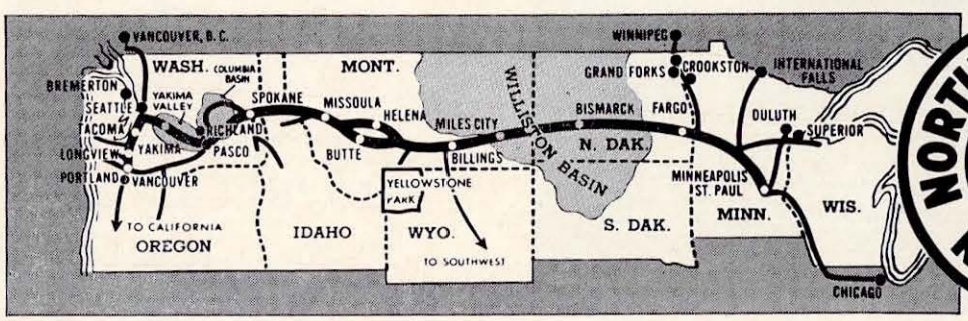
NP MAKES HISTORY IN CROSS-COUNTRY PIGGYBACK!

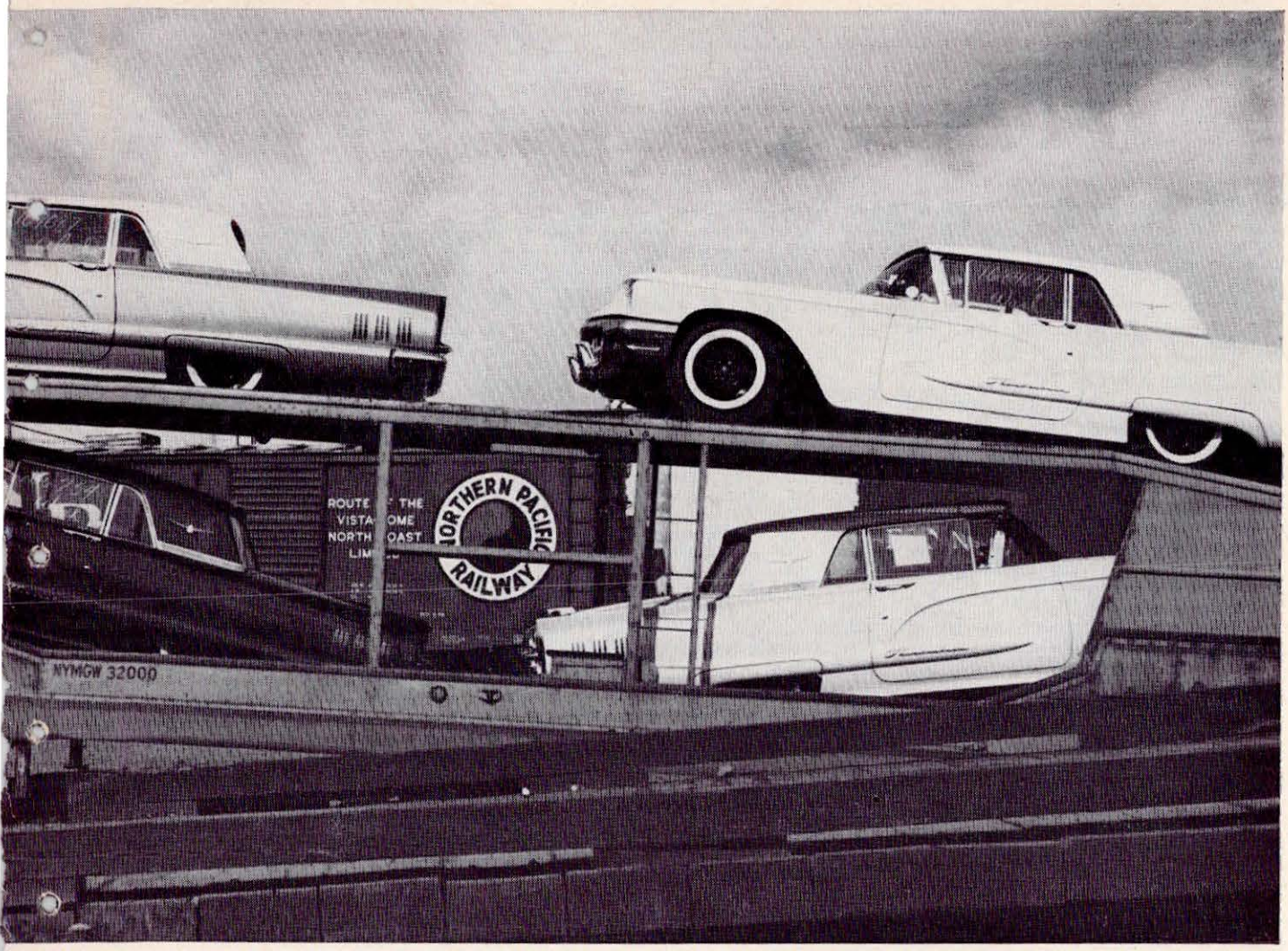


ON JUNE 13, 1960, these Ford Thunderbirds left the Northern Pacific yards in Minneapolis, bound for Seattle. Three nights later they arrived, to complete the first northern transcontinental TOFC shipment of motor cars ever made to Puget Sound. The photograph shows the cars being unloaded at Seattle Stacy Street yard ramp. (Northern Pacific provides similar facilities at principal terminals.)

ON JUNE 18, 1960, these American Motors Ramblers left the Northern Pacific yards in Minneapolis, bound for Spokane. Three mornings later they arrived, to complete the first Northern transcontinental shipment of motor cars loaded 6 cars to a trailer —12 to a flat car. Both shipments moved on 85-foot flat cars supplied by the Trailer Train Company, which Northern Pacific has joined to supplement its own piggyback equipment.

LOOKING FOR EXPEDITED PIGGYBACK SERVICE? LOOK TO NP! A continuing program of expansion in Customized Freight Equipment means fast, efficient, dependable handling for shippers—the right equipment for the need—on NP! For complete information, call your local NP traffic representative or write to Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.





NORTHERN PACIFIC—really terrific!

Change Sign Locations?

To the Question and Answer Editor:

Why not place sign or placard boards in a position on box cars where they would do some good?

On practically all box cars we find sign or placard boards high on the right side of the ends of each car and invariably high on the doors. On these boards are placed such notices as "DO NOT HUMP," "HANDLE CAREFULLY."

I feel that these boards serve little or no purpose in their present position. I feel that a great deal of damage to the contents of cars originates, in flat or saucer type yards and in picking up en route on main lines, when cars are kicked.

Through years of experience I have witnessed and been a part of "Cars kicked too hard or cars kicked when they should have been shoved." The men on the ground do not know the contents of cars in most cases, and they become careless at times, and at other times they show very little pride in their work. I feel that a program could be worked out between carriers and shippers or manufacturers that would in time save carriers hundreds of thousands of dollars.

To accomplish this, the men must be fully acquainted with the commodity they are switching and the name of the manufacturer or shipper. Sign boards should be re-located close to the operating level (pin lifter) and at eye level. Notices should be placed on these boards for all freight that can be damaged by any kind of rough handling. A minimum of information on commodity and the manufacturer or shipper should be added. These notices should be Scotchlited for the night men.

The men involved would be more careful, take more pride in their work and might also, in buying a product, lean towards one they had handled in their work. The program could serve many purposes.—*K. I. Fadden, Central Vermont.*

[Editor's Note: AAR Recommended Practice, as set forth in AAR Manual, C-42, says of placard boards, "the distance from the floor line of car to bottom of board should not exceed 2 ft 6 in. for end board and 22 in. for side boards. These will be located on each end and on one door on each side.

"On steel house cars routing boards with space of not less than 5½ by 9 in. available for tacking cards will be placed on one door on each side to left of placard board with lower edge in line with lower edge of placard board. . . . On steel refrigerator cars, routing card boards shall be located on each side directly under placard boards.

"On other than house cars, cardboard must be located on each side of car near bottom at left hand end, facing side of car, or on outer end of sill. On cars equipped with center sills only, cardboards must be located near center of car attached to outer end of running board support, or attached to outer end of body bolster."

Cars of recent manufacture generally conform to the AAR recommended practice in locating placard and routing boards.]

A forum for railroaders who want to explore questions of importance to their industry, this column welcomes both questions and answers from readers at all levels of responsibility in the industry and associated fields. We'll pay $10 to any reader submitting a question that forms the basis for a column discussion. Address correspondence to Question and Answer Editor, Railway Age, 30 Church St., New York 7, N.Y.

Why Not Automatic Weighing?

To the Question and Answer Editor:

The weighing of loaded railroad cars continues to be burdensome and time-consuming from the standpoint of yard operations as well as of delay to the car and its contents—not to mention the incidental clerical work involved. Over the years, there has been moderate improvement in track scale mechanisms, but not to the extent of providing any extensive relief from this operation.

A partial solution to the weighing operation was provided by the inauguration of 'weight agreements' with various shippers of certain traffic. But the continuing need for trackscaling the vast volume of other traffic—particularly coal—remains a major item in railroad service.

In the present-day drive toward so-called automation, many ingenious mechanical and electronic devices have been developed to accomplish more efficiently many tasks that previously had been cumbersome and time-consuming chores.

It would be interesting to learn what devices have been perfected that would permit bulk commodities (such as coal, gravel, sand, grain) to be weighed while being loaded into a railroad car—either by conveyor belt or in gravity loading by tipple or elevator—so that when the car is completely loaded the total weight of commodity loaded therein would be immediately known.

It seems logical to presume that any such weights—obtained by automatic weighing devices—that would be used for invoicing by shipper and acceptable to consignee, should also be acceptable to the railroad for computing freight charges, eliminating the need for trackscaling the car.

Obviously, such automatic weighing would serve the purpose to good advantage. It would be interesting to know whether such contrivances are available and, if so, where and to what extent they are used for obtaining weights on railroad traffic. Are any in use at loading points where coal is mined? Are they satisfactorily accurate? Are they acceptable to and meet the requirements of the Weighing and Inspection Bureau people? What, if any, are the disadvantages in their use? —*Elmer A. Duncan, transportation dept., Baltimore & Ohio.*

Introducing:

RADAR TRAINMASTER SPEED DETECTOR

TRACKSIDE

ROADSIDE

Model 500 Checks Train Speeds accurately from

NEW portable radar unit operates accurately from an automobile

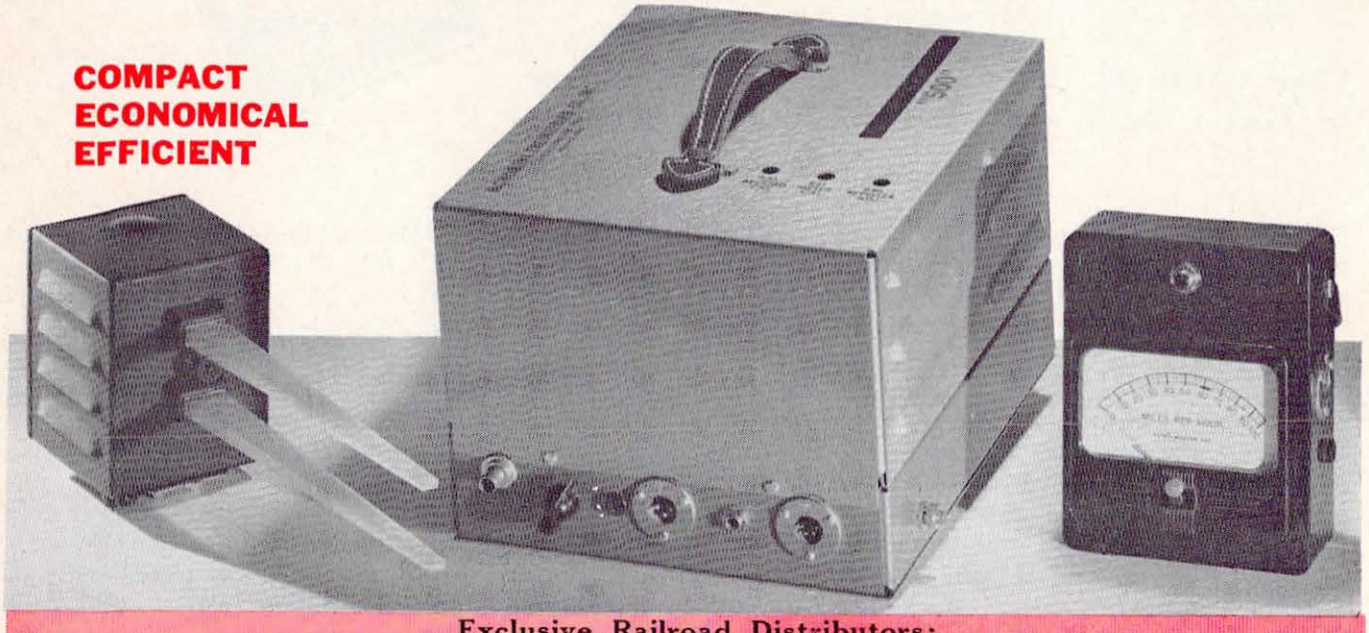
You don't have to attach the Model 500 Trainmaster Radar Speed Detector to the track. One man connects the portable Model 500 easily to any automobile—its 12-volt power supply draws 4.5 amps. and uses an automobile battery. One man can operate it from inside or outside an automobile.

The Model 500 has a 3-position range switch (short, medium, long), permitting you to check train speeds accurately for a distance of over 1,600 feet. Spotlight mounting of antenna allows easy checking of traffic from all directions without moving the device. Single track, multiple track and 2-way traffic can all be monitored by simple operation of range selector switch. Yet the portable unit takes up less room than a small radio and weighs less than any comparable unit.

The model 500 has an accuracy of minus 1 mph, plus 0 mph at 50 mph. Minus 2 mph, Plus 0 mph at 100 mph. The miles per hour meter can be pre-set to violation limit so that only violators will register on the meter. A permanent record of violations is also available on tape (optional equipment).

Model 500 has a transistorized power supply. Transmission frequency 10.525 megacycles. Learn more about how it streamlines your train speed checking operation. Send a letter or card to Railroad Materials Corporation now and we'll mail you our new brochure.

COMPACT
ECONOMICAL
EFFICIENT



Exclusive Railroad Distributors:

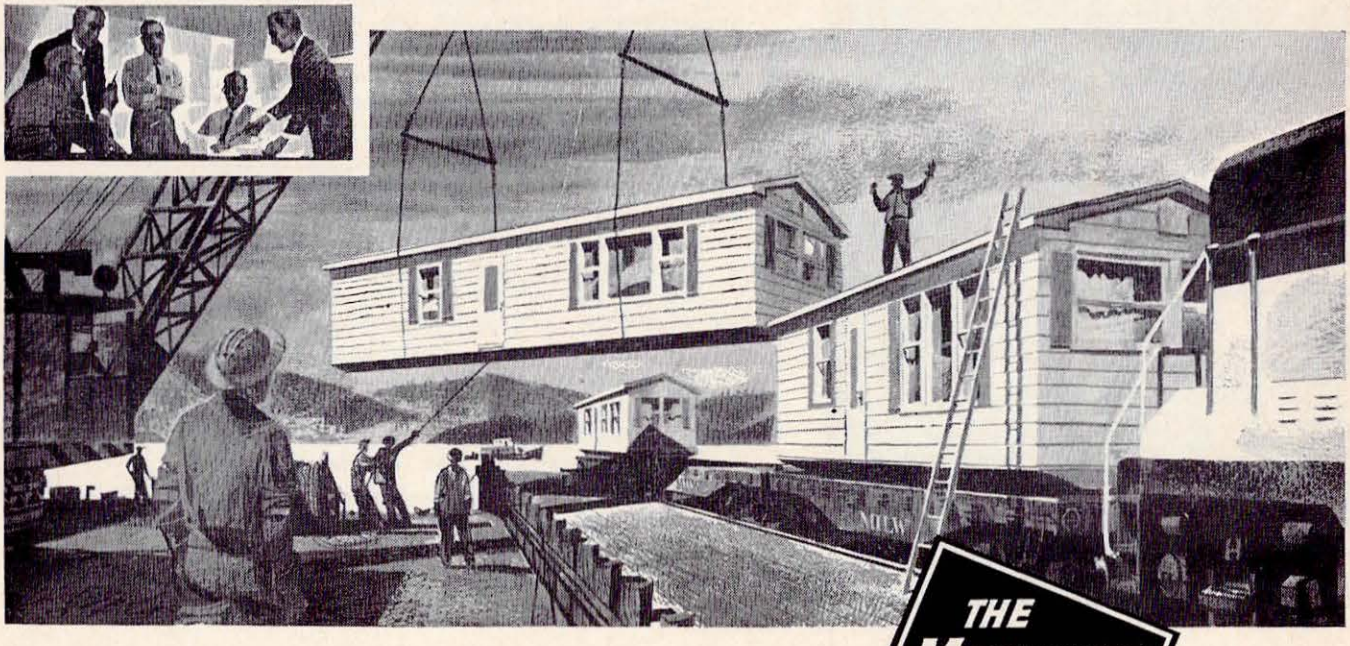
RAILROAD MATERIALS CORPORATION

A. WALTER BOOROM, PRESIDENT

30 CHURCH STREET NEW YORK 7, N. Y.

SOMETHING **NEW** IN RAILROADING...

"CREATIVE CREWS" of the Milwaukee Road



Entire houses, complete with furnishings, *reach Alaska undamaged because of a unique damage-prevention operation that serves all Milwaukee Road customers on call.*

Their latest: Moving whole houses from Indiana to Alaska without cracking the picture window

THE MILWAUKEE ROAD

America's resourceful railroad

Big job. Long haul. How would *you* like to figure out how to move 84 houses 4,000 miles by rail and water and get them to destination damage-free?

A highly specialized Creative Crew of the Milwaukee Road recently carried out this assignment. The houses were built in two lengthwise sections which can be joined and sealed watertight on delivery. Each section is a flatcar load. Every house is complete to the last square inch of paint, even to modern appliances, curtains and drapes.

The shipper was having trouble, until our Creative Crew developed special methods of tying, blocking and bracing the load to prevent slide and sway. Details of rates, routes and clearances were worked out. The shipment reached Alaska on time, without a crack in any of the 84 houses' picture windows!

The Creative Crew involved here is officially our Damage Prevention and Freight Loading Supervision Department. The men in it have special skills vital for the job. By applying their knowledge of bracing materials and methods, for instance, they recently showed a metal sheet manufacturer how to ship bronze coils scratch-free and dispense with costly pallets.

These are further examples of how the Milwaukee Road is building a reputation for resourcefulness. That's why our Creative Crews strive constantly to do *better* the many jobs that railroads do best. And that's why management turns to us when problems demand creative solutions.

Route of the Super Dome Hiawathas and Western "Cities" Fleet

competition nor the protection of over-all regulation.

"As a general rule, less regulation is desired. If I were a bulk shipper, I would certainly favor extension of the exemption to rail carriers. However, if this were to happen, it is very likely the rails would soon be handling . . . at the break-even point or even below cost. This, in turn, would exert pressures to increase rates on other commodities.

Repeal Would Be Best

"Consequently, repeal of the present exemption is the best of the alternatives. While this would increase the ICC's workload, the carriers, commodities and movements affected are relatively few and could be handled with no serious hardship.

"Repeal of the exemption would remove an unfair situation and permit the rails to compete more effectively. With the ever-increasing emphasis on cost as a basis for rates, no serious increase in water rates should result, unless water carriers are now handling below cost—and, in the long run, shippers do not benefit when carriers handle movements below cost."

Some interesting observations come also from Southworth Lancaster, Boston transportation consultant:

"Continuance [of the exemptions] is no longer justified. Extending [them] to rail carriers might simplify establishment of trainload rates, but would entail a burdensome and complicated system of policing which actually would limit carriers' freedom. . . .

"The various exemptions and special treatments in both Parts II and III [of the Interstate Commerce Act] are a tacit admission that regulation is in the long run destructive and that some types of transport cannot survive under it. Twenty years ago the favored groups were relatively unimportant. Their later growth, compared with their repressed competitors, is significant.

"The steady drift toward exempt and unregulated carriers is not only a symptom of the urge to escape from regulatory restrictions, but is also an indication that regulation has broken down."

Proponents of alternative (b)—extension of the bulk-commodity exemption to railroads—also feel that regulation should be on an equal basis for all carriers.

As C. R. Shively, traffic manager, Le-Tourneau-Westinghouse Co., Peoria, Ill., expresses it: "If water enjoys an exemption it should be extended in like manner to the rails. Favoritism such as exists is not the American way." J. P. Taboika, GTM, Cowles Chemical Co., Cleveland, says, "all modes of transportation, having facilities to handle freight in bulk, should be in equal position to compete for such traffic. Exemption for one, and not the others, stifles competition. The railroads are an established bulk carrier of freight, and in many instances could profitably compete for traffic of commodities exempt for water carriers. They should have the right to do so by like exemptions."

Some advocates of exemption-extension, however, are a little more cautious in their approach. R. C. Waehner, general manager, Distribution division, Lever Brothers Co., New York, thinks, for example, that railroads should be limited to the same volume restrictions, and that water carriers should be released from the limitation of not more than three commodities in one tow "and/or in tow with non-exempt items." "Artificial barriers," he adds, "are not in the interest of the enterprise system."

In somewhat the same vein, J. B. Hedges, traffic manager of the Connecticut Manufacturers Association, at West Hartford, warns that legislation extending the exemption to rail carriers "would have to be framed with extreme care to avoid discrimination . . . There is always the suspicion that exempt traffic, particularly where there is keen competition, may be handled at below-cost rates, and thus act as a burden on other commerce." He thinks, however, that "a properly drawn statute might well pave the way for some controlled experiments in contract and agreed rate making."

Those who prefer maintenance of the status quo (alternative (c) say that water lines still need protection; or that water carriers, even though they offer an inferior service, still act "as a governor on railroad rates."

No 'Real Competition'

Others feel there is no "real competition because of the great volume involved in one shipment by water" (L. R. Cowles, transportation manager, Kansas City Chamber of Commerce). His counterpart at Cincinnati, R. A. Ellison, thinks "the bill before Congress to exempt bulk commodities from regulation by rail, if passed, could seldom be used by the rails if the same restrictions were applied." No water carrier," he adds, "would obligate itself to transport large volumes of dry bulk tonnage unless there be some agreement between the parties as to 1) tonnage involved, and 2) period of time."

Mr. Ellison also expresses the opinion that the real objective of legislation pending in the last Congress was "to force change in the provisions of Section 303 (b) of the [Interstate Commerce] Act, rather than to secure like exemption for rail movements."

D. E. Ivins, traffic manager, Century Electric Co., St. Louis, suggests that "repeal of the exemption would not affect large barge lines, because they have multiple loading anyway, and that, in effect, is regulated."

A number of Poll respondents used their replies to discuss the so-called "agricultural exemption" and to urge its strict limitation to movement of farm produce to its primary market.

One of these, in addition to Mr. Atchison (quoted above) was R. R. Rabon, traffic manager, Campbell Taggart Associated Bakeries, Dallas, who enclosed a copy of a letter to Senator Warren G. Magnuson, pointing out "the inequities and injustice that now exist in connection with transportation of exempt commodities."

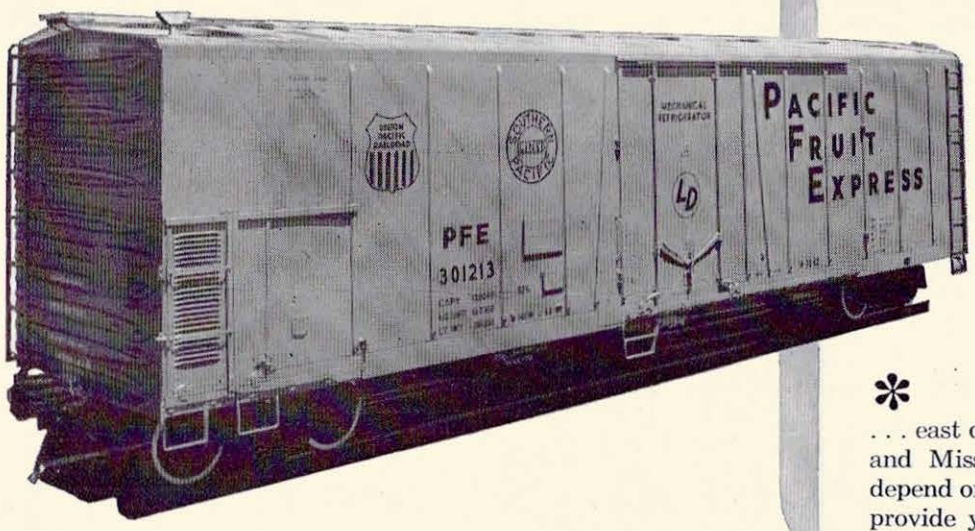
Flexi-Van: A "First"

New York Central's first Flexi-Van unit to be transported overseas sailed to Korea recently. The rail-highway-ship container carried fluorescent lighting fixtures for a hospital. Shown checking its loading are, left to right, James Cameron, United Board for Christian Higher Education in Asia; Michael Fackover, Merit Shipping Co.; Roy L. Milbourne, director, Flexi-Van sales and service for the NYC; and James Riordan, of States Marine Lines.

BEEFING UP the REEFER FLEET

1,025 MORE
new mechanically refrigerated cars with movable load dividers on Union Pacific...

✻ *to carry your products*



✻ . . . at required temperatures—1000 cars from below zero to 70° F.; 25 cars from 32° to 70° F.

✻ . . . with temperature efficiently controlled, insulated walls have external side posts and all welded bodies

✻ . . . dependably separated with movable load dividers

✻ . . . in greater amounts, the capacity increased to 3,174 cubic feet

✻ . . . with greater ease in loading and unloading, there are 8 ft. wide doors and stronger floors

✻ . . . smoothly, fast, the wheels are steel with roller bearings

✻ . . . assuredly, the Pacific Fruit Express fleet, jointly owned by Union Pacific and Southern Pacific railroads, will now have available over 2,700 mechanical reefer cars—the most, anywhere.

✻ . . . east or west between the Pacific coast and Missouri River gateways, you can depend on Union Pacific freight service to provide you high quality transportation.

Whenever you ship in or through the West

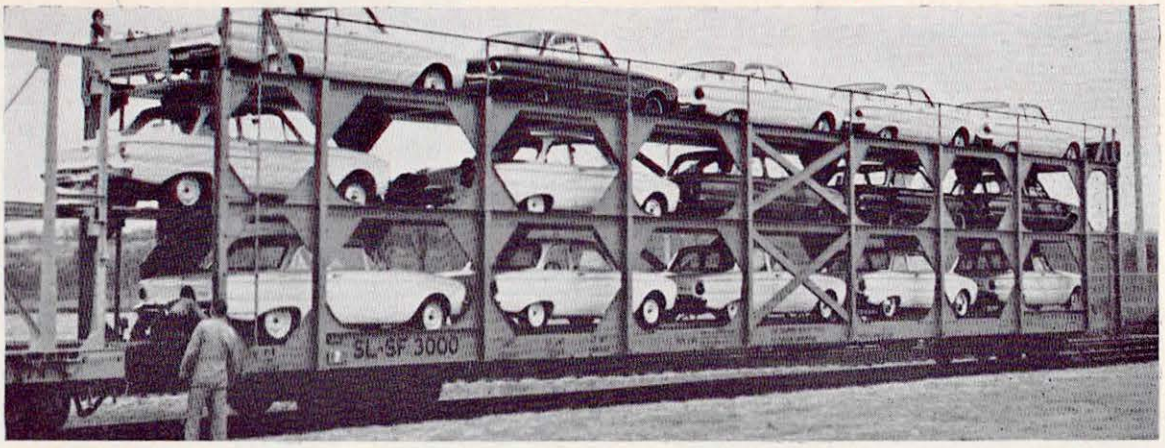
be specific, ship... Union Pacific RAILROAD

UNION PACIFIC RAILROAD

Coming...

Watch for it!

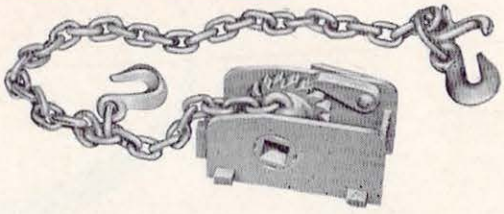
the rack is not your big worry!



the HEART of MASS RAIL AUTOMOBILE SHIPMENT IS THE TIE-DOWN!

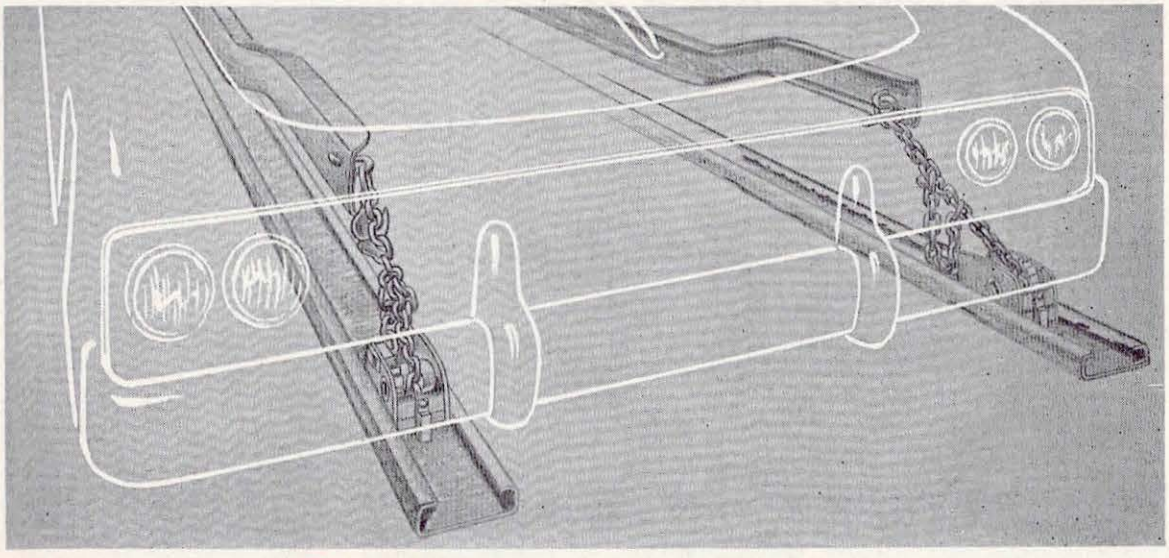
Look to the rack for structural strength and cushioning, but *look to your tie-down for safety and for the speed you need* to realize all the revenue available from this type of automobile shipment! Tie-down time and maintenance costs can take a big bite out of this revenue—and claims can eat it *all* up—and more!

The Brandon AUTO-TIE has been thoroughly laboratory and field tested. *It has seen more actual service than any other tie-down* arrangement and has been successfully used with practically every make and size of automobile. No chain breakage or failure of any kind. So, whether you order flat car racks or permanently attached superstructures, *to be sure*, be sure to specify Brandon tie-down equipment!

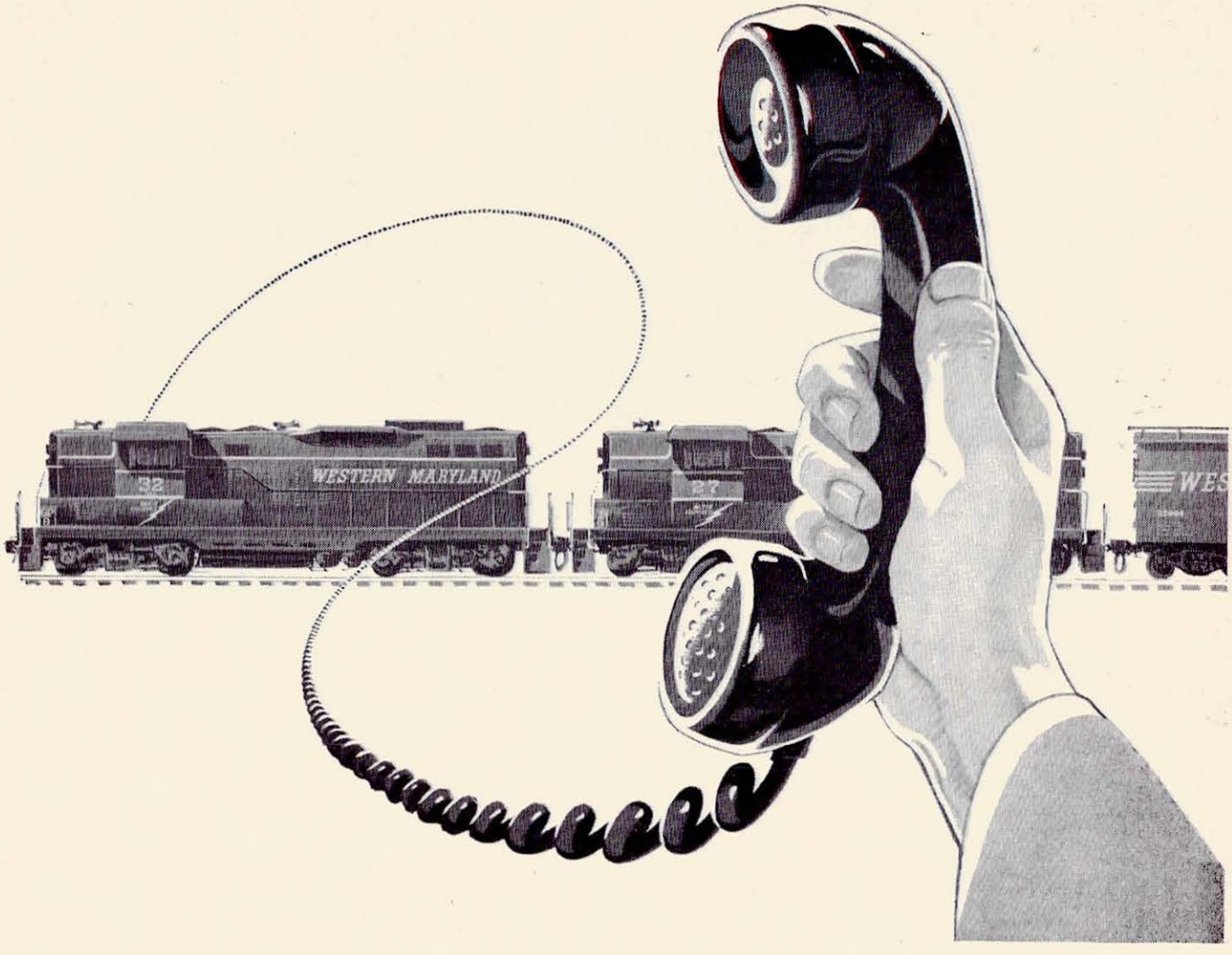


SPECIFY THE Brandon AUTO-TIE

The Brandon AUTO-TIE meets specifications issued by automobile manufacturers and is used exclusively on rail cars with permanent tri-level superstructure now in service or under construction.



Brandon EQUIPMENT COMPANY, INC.
332 South Michigan Avenue, Chicago 4, Illinois



Now transistor radios help speed freight on a truly modern railroad

Climb into the caboose on a Western Maryland freight, and you enter a new world of railroad communications as the conductor lifts a phone to talk to the engineer . . . across a mile of freight cars!

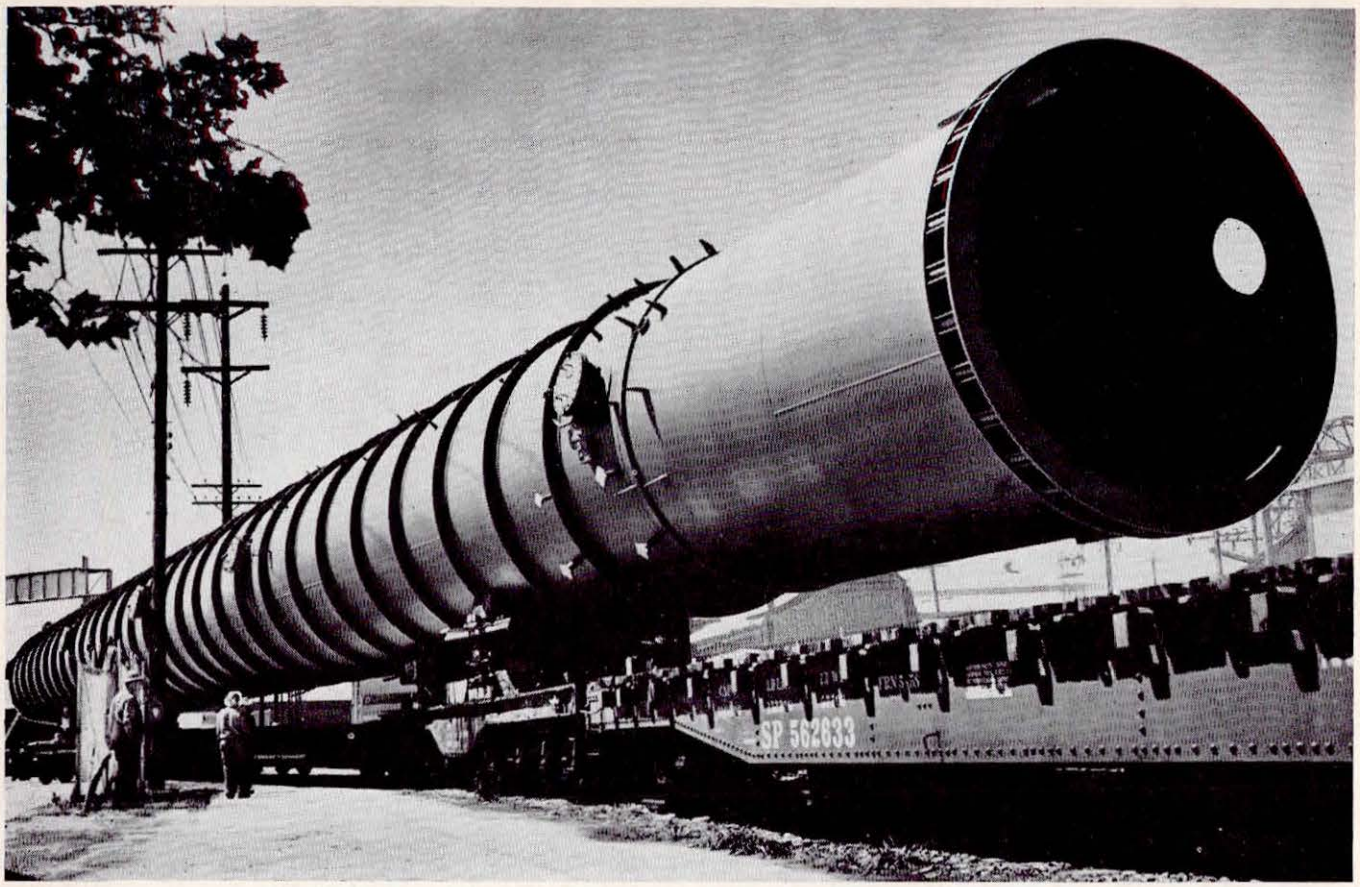
In diesel locomotives on the up-to-the-minute Western Maryland, you now find a compact auxiliary unit—a radio transmitter-receiver.

You can see the possibilities quickly: members of the train crew are within quick communication of each other. And just as quickly, information is transmitted from moving train to dispatcher, or from trackside to engine. No lost time. No lost motion.

This new system of radio communication is but one element in the Western Maryland Railway's continuing striving to speed the flow of freight . . . efficiently, accurately. Shipments go the *best* way . . . go faster, without errors. Necessary diversions or changes in scheduling are as quick as a phone call.

For prompt, friendly, *modern* service . . . you can count on Western Maryland.

300 St. Paul Place, Baltimore 2, Md. — Short Cut for Fast Freight



Moving this "Texas tower" took tender, loving care

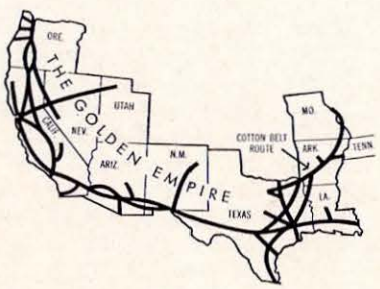
You can't be too careful with 190 tons of steel plate. Especially when it's all one piece—five flat cars long and 14 feet wide.

That's why our freight crews in Texas fairly *nursed* this 195-foot deisobutanizer tower along the track from Orange, where it was built by U. S. Steel's American Bridge Division, to Gulf Oil Corporation's new refinery at Port Arthur. Moving only during daylight, they took 17 hours to cover the 44-mile distance.

Hardly a "highball" run. But the pace was right for jockeying this colossal load through populated areas where every clearance had to be checked to the inch.

This kind of skill and planning is what shippers and receivers have come to expect from S. P. for any kind of freight movement... anywhere in the Golden Empire.

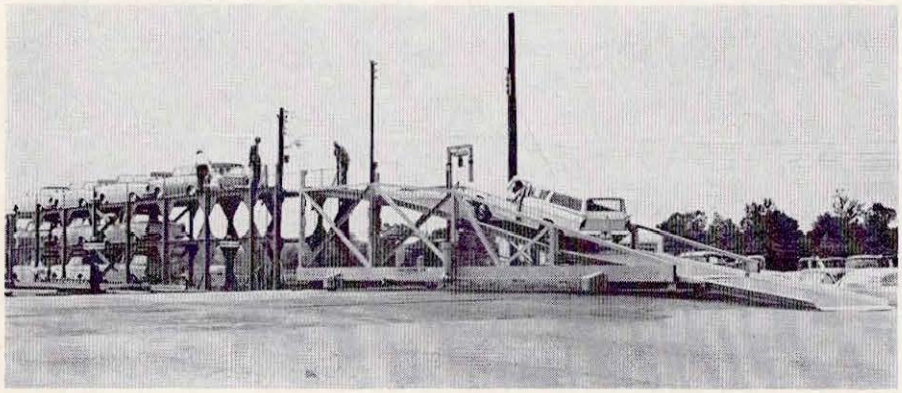
Largest single lift in history of Gulf Oil's Port Arthur refinery followed delivery from Orange by S.P. The huge tower will be used in making high-test aviation gasolines.

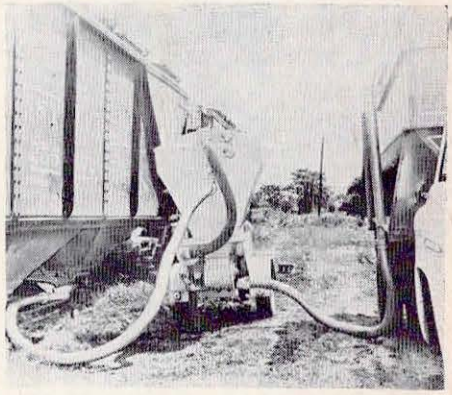


Southern Pacific

serving the Golden Empire with
TRAINS • TRUCKS • PIGGYBACK • PIPELINES

New Products Report





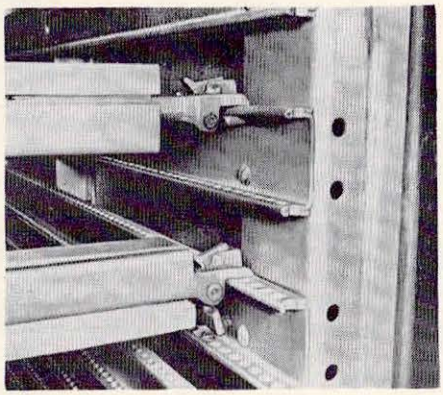
Auto Loader

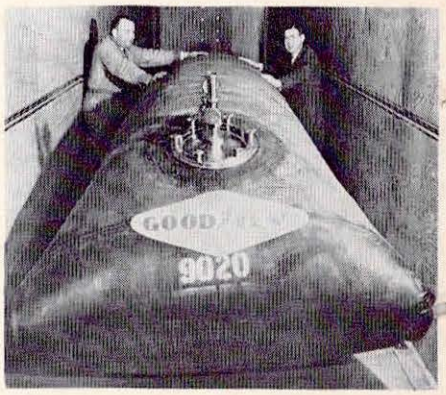
Railway car shipment of automobiles is said to be facilitated by a new loading and unloading machine designed to handle autos to and from triple-deck Pullman-Standard cars and Whitehead & Kales carriers.

The machine works on two rails laid crossways on the shipping dock at the level of the lower car deck. For spotting in front of spur tracks, it is moved sideways along these rails at a speed of 75 fpm, on a pair of 10-ton bridge-crane-type trucks driven by a 2-hp motor with solenoid brakes. Over-all operating dimensions are 51 ft long, plus 12½ ft for the bottom ramp; 13 ft, 9 in. wide; about 12 ft, 4 in. high. Weight is about 21,500 lb. Ramps are 13 ft, 1 in. long, with an inside width of 8 ft, and are adjustable up or down. The operator "rides" the machine, which is electrically driven, with all movements protected by limit switches for safety. *Buck Equipment Corp., Dept. RA, 721 Anderson Ferry Rd., Cincinnati 38, Ohio.*

Hopper Car Unloader

The Ripco Air Caddy is designed for easy one-man unloading of hopper cars without spillage or need to move the cars. It is a complete unit, operating on the vacuum principle, and powered by gasoline or electricity. Mounted on a heavily-constructed trailer frame, the caddy itself can be moved as desired by any vehicle equipped with a trailer hitch. A gasoline-powered unit is shown unloading cement. *Ripco Air Systems, Dept. RA, Oxford, Pa.*





Space Heater

An oil furnace on wheels is said to be ideal for heating warehouses and loading docks; also for warming up or thawing out freight cars and trucks. The heater, which has full safety controls, blows air around an enclosed combustion chamber. Two models produce, respectively, 200,000 and 420,000 BTU at 1,600 and 4,500 cu ft of air per minute. *Stow Manufacturing Company, Dept. RA, 377 Shear Street, Binghamton, N. Y.*

Loading System

Three types of belt rails and four methods of installation feature the Transco SL system for blocking box car loads. Belt rails can be fixed or welded to car side posts and provide ½-in. adjustment of interchangeable Z-crossbar. Vertical perforated support plates on side posts for adjustable systems take locking hooks integrally welded to belt rails. *Transportation Specialties Co., Dept. RA, 80 East Jackson Blvd., Chicago 4.*

Bulk Container

A lightweight, collapsible, fabric container is said to be suitable for bulk transport of any liquid by rail, truck or ship. The so-called "Van Tank" can be provided with single-use plastic liners and stainless steel fittings for carriage of edible liquids. The container is available in sizes of 2,750, 4,000 and 4,500 gallons, weighing, respectively, 290, 395 and 450 lb. *Goodyear Tire & Rubber Co., Dept. RA, Akron 16, Ohio.*

Shippers' Guide

Chesapeake & Ohio

. . . Service Change

Has discontinued LCL refrigerator car formerly operated Tuesdays only from Chicago to Huntington, W. Va.

Milwaukee

. . . Regional Data Office

Has opened a Regional Data Office at 1900 North Central Ave., Chicago, to handle, electronically, freight accounting, billing and collection for 45 local points in the Chicago area.

Traffic Publications

TRANSPORTATION RATE POLICIES. An article in the Atlanta Economic Review, Vol. X, No. 8, Aug. 1960. Atlanta Economic Review, School of Business Administration, Georgia State College of Business Administration, 33 Gilmer st., S. E., Atlanta 3, Ga.

This four-part symposium includes discussions of "The current situation in rate control," by James H. Lemly; "Rail companies generally seek more rate freedom," by John E. Tilford, Sr.; "Motor carriers tend to oppose more rate freedom," by Reuben G. Crimm; and "likely results from more rate freedom," by Sam H. Flint.

ADJUSTA-PAK. 4 pages, illustrated. Signode Steel Strapping Co., 2600 North Western ave., Chicago 47.

Describes Signode's adjustable master container "that's always just the right size."

INDUSTRIAL TRUCKS. A "library" of four publications on industrial truck costs. 62 pages total. Diagrams and cost comparison charts. Available from Exide Industrial division, Electric Storage Battery Co., Rising Sun & Adams aves., Philadelphia 20.

Two of these four publications are Exide's own. One is published by Lead Industries Association, and one by Electric Industrial Truck and Allied Products Manufacturers. All, however, deal with use and cost of various types of industrial trucks.

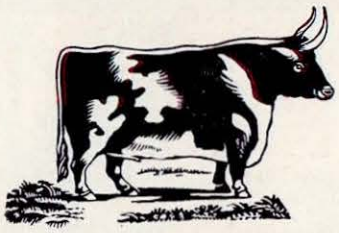
INSTRUCTIONS AND SAFETY SUGGESTIONS FOR LOADING AND UNLOADING POLES AND PILING. 4 pages, diagrams, Signode Steel Strapping Co., Dept. RA, 2600 N. Western ave., Chicago 47.

Tells how to load and unload carloads of poles and piling according to the newly developed "Signode" method (RA, May 30, p. 43).

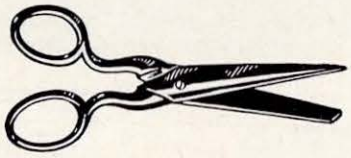
PALLET OR PALLETLESS HANDLING. 8 pages, illustrations Automatic Transportation Co., Dept. RA, 149 W. 87th st., Chicago 21.

Gives pros and cons of both methods so industrial truck users can select the most economical system to suit their individual job requirements.

ABC OF PALLET HANDLING. 16 pages,



For shipping steers



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Santa Fe

pocket-size; illustrations. Raymond Corp., Dept. RA, 206-184 Madison st., Greene, N.Y.

Illustrates and explains different types of pallets, their uses and advantages; tells how to estimate pallet requirements; and how to load them and handle them safely.

WHEN TO USE BULK HANDLING (for Petrothene polyethylene resins). 28 pages, illustrations, diagrams. U.S. Industrial Chemicals Co., Dept. RA, 420 Lexington ave., New York 17, or other major cities.

Tells whether purchase of petrothene polyethylene resins in bulk conveyances is worthwhile; and which type of bulk packaging and unloading system to use.

Pacific Advisory Board Hears Tips for Salesmen

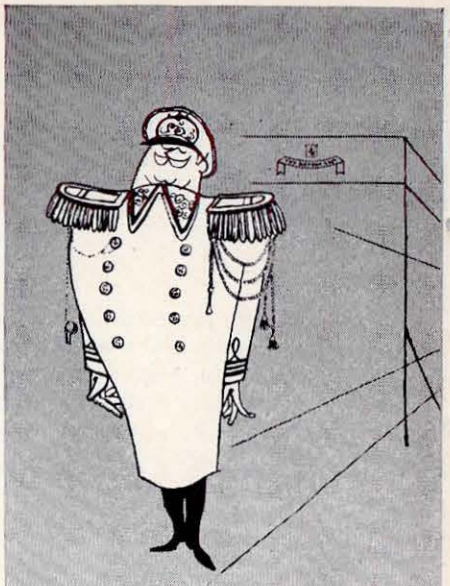
The Pacific Coast Advisory Board heard one of its members list some salient points railroad salesmen and representatives should keep in mind at its 113th regular meeting in San Francisco.

P. Steele Labagh, director of traffic, California Packing Corp., listed eight tips he believes railroad salesmen should remember when dealing with industrial traffic managers.

Mr. Labagh's points were:

- Know about the shipper you are calling on and his business so that pertinent information can be supplied, and be on lookout for information valuable to shippers and receivers generally. Know the patron's car requirements, his production problems, his cars in transit, his cars on hand for delivery, his switching needs. Be an advisor on all transportation matters with up-to-date information.
- Know rate and routing changes, embargo revisions, changes in transit privileges, and volunteer data on transportation methods that work for other industries that could be applied, such as new ideas on packaging, claim prevention and warehousing.
- Keep up-to-date on all claims against a salesman's railroad to promote prompt settlement.
- Keep shipper posted on new equipment and when available.
- Keep in touch with emergency matters—expediting, tracing, rate requests, and complaints of poor service.
- Don't distort the facts. If a shipment will take ten days, don't say it will arrive in eight.
- Secure a fair share of special equipment cars for shippers in area served.
- If your railroad is lukewarm or in opposition to a shipper's rate proposal, tell the truth to the questioning shipper. Don't hide behind the skirts of a rate bureau.

Mr. Labagh spoke as a member of a shipper's panel at the meeting.



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Railroading After Hours with Jim Lyne

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The Army Engineers—who, in practice, are as socialistic as Karl Marx—want to spend another $4.4 billion of your money and mine on "improvements" to existing waterways; and they recommend a modest $3.5 billion for additional waterways.

TO HIM THAT HATH—On the question of financing railroad suburban service, the question has been raised once or twice as to why taxpayers in Mississippi or Utah should be asked to contribute toward the cost of this service in metropolitan areas. The same question could be raised (and, I think ought to be) regarding *all* federal expenditures for local improvements.

I see, for example, that they are going to build a supercolossal highway across Manhattan island. It will cost about $85 million, and the poor Caspar Milquetoasts who pay federal income taxes will have to pick up 90% of the check. When the federal government keeps on whopping off the people's substance like this for highway facilities, it just puts unsubsidized railroad service further and further behind the eight ball.

WORLD-WIDE RAILROADING—Our publishing organization is branching out next month by establishing a word-wide railroad monthly magazine, International Railway Journal, to be edited and published at The Hague in The Netherlands. David Beadle is the editor, and he will serve Railway Age also as its overseas editor.

Railroading in most countries differs widely in its political surroundings from that in North America, but technological and competitive problems are pretty much the same everywhere. Furthering the international exchange of information should help the cause along.

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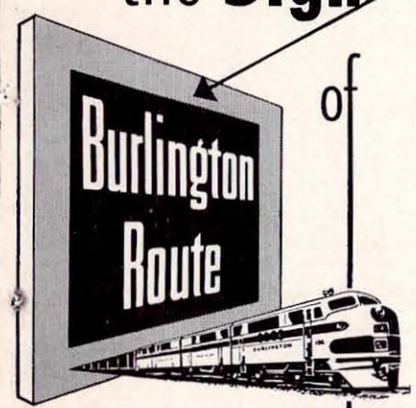

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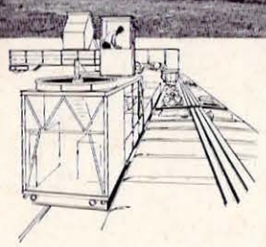

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by John G. Glover and Rudolph L. Lagai

This recently published book surveys the varied, underlying role of industry in the economic growth of the United States from agrarian colonial times to the present atomic era. It presents a cross section of 36 representative industries. Each section is presented in a similar way, thus permitting the student or business executive to relate the important aspects of any one industry to those of any other. Coverage of the history and development of the railroad industry in the United States is particularly thorough. 1959. 835 pp. 40 illus. 6 x 9. $10.00

FUNDAMENTALS OF PROFESSIONAL MANAGEMENT

by John G. Glover

This authoritative new book presents an up-to-date treatment of the principles of management. It presents a systematic approach to the subject with broad coverage of the field from the underlying philosophy of management to the work-saving potential of automation. Thorough treatment of the basic principles of management makes the book invaluable for both the student and the younger executive. More advanced materials on such subjects as research resources, budgetary control, linear programming and automation provide a strong appeal for the seasoned executive who seeks an authoritative and compendious statement of the more recent developments in management techniques. 1958. 406 pp. illus. 6 x 9. Cloth. $6.50

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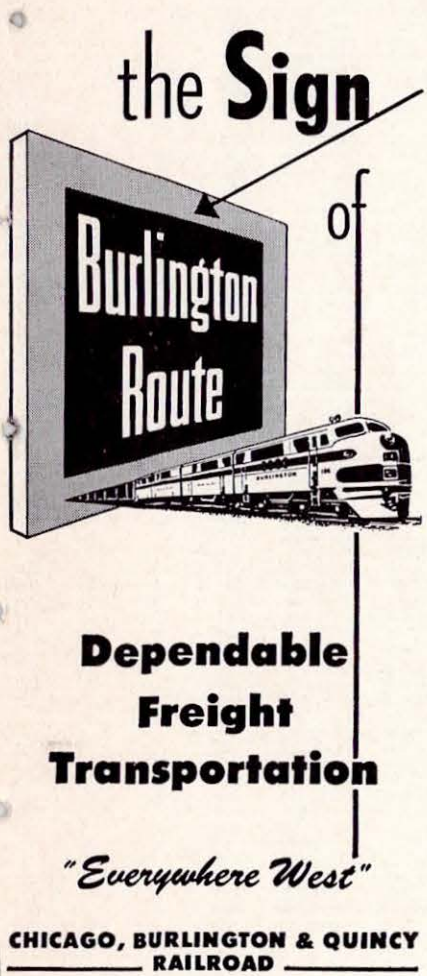

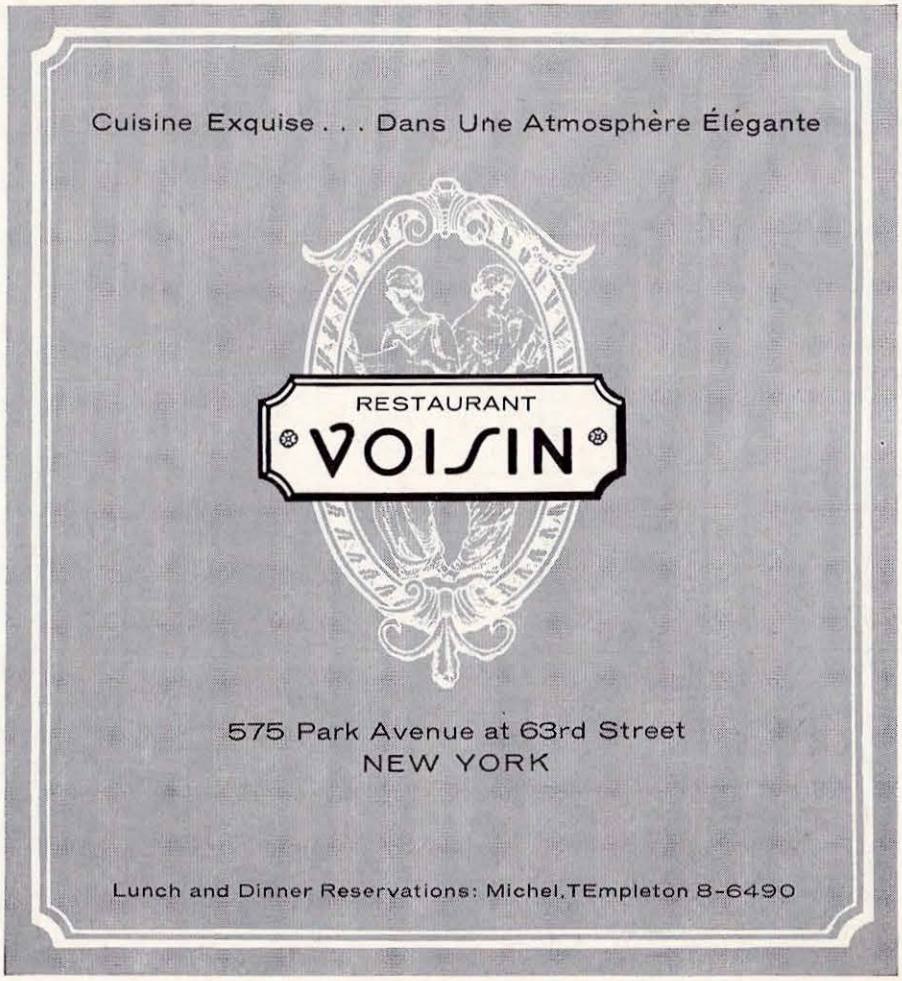
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Freight Operating Statistics of Large Railroads—Selected Items

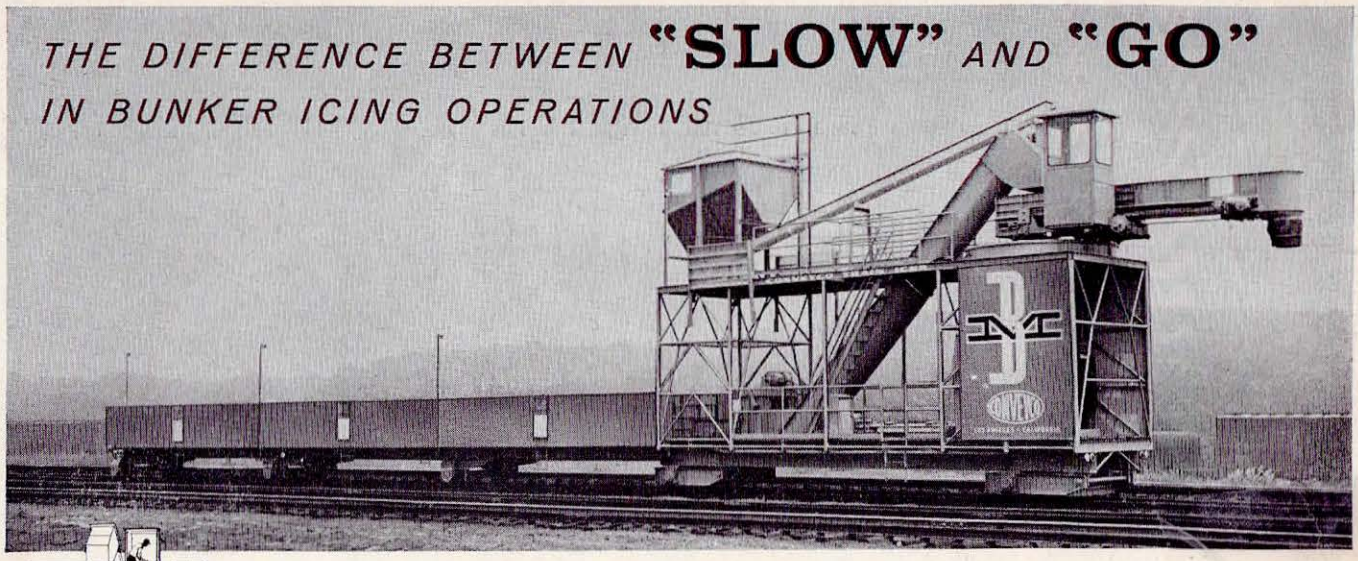
Region, Road and Year		Miles of road operated	Locomotive Miles: Train miles	Locomotive Miles: Principal and helper	Locomotive Miles: Light	Car Miles: Loaded (thousands)	Car Miles: Per cent loaded	Ton-miles (thousands): Gross excl.locos & tenders	Ton-miles (thousands): Net rev. and non-rev	Road-locos. on lines: Serviceable: Unstored	Road-locos. on lines: Serviceable: Stored	Road-locos. on lines: B.O.	Road-locos. on lines: Per cent B.O.
New Eng. Region	Boston & Maine	1960	1,550	228,647	228,767	3,081	7,944	60.7	570,944	226,410	76	2	20	20.4
		1959	1,559	223,154	223,516	4,053	8,643	62.3	606,974	243,926	75	4	30	27.5
	N. Y., N. H. & Hartfd	1960	1,739	257,758	259,118	15,174	9,177	62.0	632,433	253,614	65	..	12	15.6
		1959	1,739	248,020	248,020	14,084	10,305	62.6	691,739	281,706	63	..	16	20.3
Great Lakes Region	Delaware & Hudson	1960	763	166,661	168,152	1,611	7,562	64.6	545,510	273,707	33	..	7	17.5
		1959	764	160,229	162,058	2,063	8,066	66.9	564,885	286,021	39	..	4	9.3
	Del., Lack. & Western	1960	941	219,402	224,178	10,649	9,277	63.8	654,093	270,629	56	..	7	11.1
		1959	918	230,956	236,470	11,215	10,197	65.5	703,234	296,368	55	..	6	9.8
	Erie	1960	2,239	521,065	523,052	10,632	26,970	66.2	1,772,346	696,373	171	2	1	.6
		1959	2,201	559,689	561,916	12,821	29,923	66.2	1,965,346	781,781	169	3	2	1.1
	Grand Trunk Western	1960	951	207,791	207,819	1,152	7,096	58.3	503,555	192,325	42	..	3	6.7
		1959	951	228,409	229,243	1,583	6,869	58.0	542,990	210,625	40	9	25	33.8
	Lehigh Valley	1960	1,114	183,387	185,479	4,638	7,968	63.9	563,922	257,823	30	..	4	11.8
		1959	1,116	196,883	199,135	3,896	8,807	65.1	606,113	274,821	29	..	5	14.7
	New York Central	1960	10,326	2,069,589	2,080,766	90,346	85,423	56.3	6,903,813	2,894,559	458	1	52	10.2
		1959	10,391	2,076,518	2,087,980	89,802	91,551	59.5	7,085,168	3,058,033	412	..	50	10
	New York, Chic. & St. L	1960	2,155	613,324	613,321	5,281	26,503	59.9	2,013,738	855,115	107	25	10	
		1959	2,155	625,858	625,858	4,500	28,763	63.2	2,092,858	919,404	103	30	5	
	Pitts. & Lake Erie	1960	220	50,981	50,981	....	2,369	65.3	226,345	139,225	17	..	1	
		1959	221	58,276	58,276	....	2,615	65.6	239,285	142,731	14	..	1	
	Wabash	1960	2,379	400,320	400,678	3,699	19,455	61.5	1,389,897	556,117	110	..	5	
		1959	2,379	508,364	509,256	4,191	21,957	62.9	1,524,203	603,206	111	..	3	
Central Eastern Region	Baltimore & Ohio	1960	5,793	1,334,109	1,412,821	90,547	55,082	57.6	4,777,581	2,275,165	369	40	34	
		1959	5,802	1,336,882	1,432,594	95,246	62,116	60.9	4,811,245	2,341,815	385	60	28	
	Bessemer & Lake Erie	1960	203	53,861	56,028	159	2,494	61.6	293,740	191,347	13	..	..	
		1959	203	66,039	70,588	204	3,364	62.3	394,275	257,789	16	..	..	
	Central RR Co. of New Jersey	1960	594	105,509	106,829	5,507	3,928	63.1	309,911	163,930	64	4	1	
		1959	597	114,435	115,827	6,024	4,331	64.8	334,150	176,598	64	..	6	
	Chicago & Eastern Ill	1960	863	102,090	102,090	2,194	5,404	60.4	437,016	219,883	28	..	4	1
		1959	863	112,695	112,695	2,114	5,567	62.6	432,362	215,524	25	..	7	21
	Elgin, Joliet & Eastern	1960	205	56,491	57,150	....	1,952	61.5	165,948	91,831	43	1	4	8.
		1959	205	69,122	70,028	....	2,429	61.8	201,837	108,826	44	..	..	..
	Pennsylvania System	1960	9,831	2,613,693	2,748,726	172,797	112,759	60.5	8,828,869	4,121,312	701	1	67	8.
		1959	9,865	2,831,198	2,974,409	185,869	122,750	63.4	9,245,332	4,377,536	709	..	86	10.8
	Reading	1960	1,302	269,406	270,383	7,951	10,210	57.8	898,800	466,221	136	5	19	11.9
		1959	1,302	299,566	301,121	10,629	11,531	61.8	978,633	523,064	150	4	13	7.8
	Western Maryland	1960	841	137,678	142,067	7,213	6,077	61.9	542,308	304,783	42	..	1	2.3
		1959	844	153,934	160,668	9,488	6,929	66.0	606,522	350,595	36	..	1	2.7
Pocahontas Region	Chesapeake & Ohio	1960	5,060	1,208,308	1,209,357	21,563	57,438	56.3	5,115,886	2,845,213	595	..	37	5.9
		1959	5,061	1,166,606	1,169,158	21,494	58,652	56.8	5,169,336	2,902,195	606	6	27	4.2
	Norfolk & Western*	1960	2,722	759,575	774,657	27,118	39,673	54.3	3,871,705	2,103,287	158	12	8	4.5
		1959	2,724	756,555	780,363	36,925	40,914	56.0	3,963,170	2,184,396	212	30	24	9.0
	Rich., Fred. & Potomac	1960	110	43,019	43,019	869	2,741	60.2	193,656	76,923	14	..	1	6.7
		1959	110	41,434	41,434	864	2,699	65.4	177,502	70,969	11	4	..	..
Southern Region	Atlantic Coast Line	1960	5,563	751,422	751,422	7,788	20,255	57.3	2,187,993	988,744	128	..	1	.8
		1959	5,602	747,797	747,797	7,587	28,246	57.9	2,262,014	1,013,293	129	..	1	.8
	Central of Georgia	1960	1,712	186,780	186,780	1,974	7,489	63.3	587,209	291,998	32	..	1	3.0
		1959	1,712	199,113	199,113	2,079	8,159	65.1	621,895	309,243	35	..	1	2.8
	Florida East Coast	1960	572	102,194	102,194	....	3,761	51.7	301,275	106,769	45	6	..	
		1959	572	113,358	113,358	....	3,625	54.5	276,973	96,037	51	..	3	5.6
	Gulf, Mobile & Ohio	1960	2,717	264,040	264,040	....	14,719	65.7	1,060,157	505,835	87	..	4	4.4
		1959	2,717	264,115	264,115	105	15,302	66.9	1,087,230	524,401	87	..	4	4.4
	Illinois Central	1960	6,500	975,114	975,114	25,641	42,771	60.4	3,198,528	1,465,299	179	8	59	24.0
		1959	6,439	1,032,579	1,032,579	28,127	46,223	61.3	3,413,319	1,565,563	189	29	159	42.2
	Louisville & Nashville	1960	5,666	958,036	959,394	15,945	37,452	58.9	3,049,199	1,495,856	167	..	3	1.8
		1959	5,679	900,810	903,072	15,318	37,728	61.9	2,930,646	1,474,301	164	..	2	1.2
	Seaboard Air Line	1960	4,134	616,267	616,267	2,037	25,209	58.0	2,031,678	933,934	119	..	5	4.0
		1959	4,136	626,129	626,129	1,463	25,474	59.6	2,001,686	926,723	132	..	4	2.9
	Southern	1960	6,242	859,295	859,415	9,051	40,274	62.4	2,895,491	1,496,315	196	3	6	2.9
		1959	6,243	849,896	850,050	9,235	41,758	65.0	2,895,491	1,366,868	198	1	2	1.0
Northwestern Region	Chicago & North Western	1960	9,244	826,321	826,321	9,333	32,574	59.6	2,490,224	1,098,544	196	..	12	5.8
		1959	9,251	892,781	892,781	9,606	34,248	61.7	2,467,993	1,070,151	163	..	18	9.9
	Chicago Great Western	1960	1,437	134,829	134,829	254	7,049	66.1	503,399	238,423	24	..	3	11.1
		1959	1,437	135,500	135,500	222	7,219	66.2	512,211	241,140	25	..	2	7.4
	Chic., Milw., St. P. & Pac.	1960	10,590	789,227	796,573	8,823	36,833	63.2	2,663,902	1,183,945	153	16	6	3.4
		1959	10,583	868,276	877,783	14,305	41,524	64.9	2,900,365	1,316,757	299	8	4	1.3
	Duluth, Missabe & Iron Range	1960	575	123,935	124,170	235	6,525	49.7	732,396	446,929	70	27	1	1.0
		1959	557	134,484	134,990	539	7,563	50.7	820,410	492,865	68	20	4	4.3
	Great Northern	1960	8,300	935,157	939,211	26,793	43,148	63.7	3,311,032	1,626,820	288	4	6	2.0
		1959	8,281	1,000,837	1,005,178	23,810	44,978	62.3	3,433,193	1,637,685	288	..	4	1.4
	Minn., St. P. & S. Ste. Marie	1960	4,168	341,998	342,427	204	12,396	65.7	890,011	384,899	90	..	7	7.2
		1959	4,169	363,907	364,997	767	13,762	64.9	954,151	438,334	88	8	3	3.0
	Northern Pacific	1960	6,533	791,725	799,039	10,697	33,812	63.4	2,385,258	1,056,013	234	6	9	3.6
		1959	6,533	780,990	787,768	13,285	35,724	70.1	2,392,193	1,119,805	237	5	3	1.2
	Spokane, Portland & Seattle	1960	935	139,884	139,884	1,236	6,133	70.6	420,745	199,633	24	..	1	4.0
		1959	935	146,845	146,845	1,430	6,586	76.3	469,049	231,530	54	..	1	1.8
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1960	12,970	2,920,483	3,032,065	41,905	118,465	59.6	8,923,731	3,337,630	666	..	30	4.3
		1959	13,084	2,875,971	3,042,773	69,878	123,091	60.7	9,157,217	3,485,332	602	..	16	2.6
	Chic., Burl. & Quincy	1960	8,625	989,276	987,580	24,204	42,597	64.7	2,967,170	1,308,396	137	3	51	26.7
		1959	8,652	1,071,035	1,068,279	26,659	46,320	66.5	3,172,993	1,424,345	136	9	73	33.5
	Chic., Rock I. & Pac.	1960	7,511	1,001,761	1,007,825	1,647	39,392	58.4	2,969,084	1,159,060	202	..	4	1.9
		1959	7,520	1,053,627	1,052,491	2,204	42,159	61.9	3,053,526	1,265,817	187	..	9	4.6
	Denver & R. G. Western	1960	2,128	296,119	313,270	27,211	14,612	72.7	1,025,854	491,996	77	3	12	13.0
		1959	2,128	313,062	332,157	29,933	14,954	71.6	1,060,355	520,368	82	8	7	7.2
	Southern Pacific	1960	7,928	2,273,767	2,367,156	146,667	105,089	63.2	7,507,537	3,092,528	744	1	41	5.2
		1959	8,011	2,345,937	2,436,809	144,536	110,512	64.3	7,829,913	3,269,267	717	3	22	3.0
	Union Pacific	1960	9,747	1,930,931	1,954,270	49,865	97,153	64.2	6,614,624	2,777,431	341	51	66	14.4
		1959	9,743	2,196,398	2,215,528	48,836	103,604	66.2	7,030,536	3,016,176	320	27	103	22.9
	Western Pacific	1960	1,188	277,667	284,216	27,839	11,279	69.2	755,205	337,398	49	..	3	5.8
		1959	1,189	272,439	283,224	21,649	11,374	69.2	767,365	343,121	45	..	1	2.2
Southwestern Region	Kansas City Southern	1960	886	124,578	124,591	244	7,736	64.4	589,825	274,094	24	..	2	7.7
		1959	886	133,473	133,489	15	8,764	67.2	650,640	307,600	22	..	1	4.3
	Louisiana & Arkansas	1960	746	77,448	77,448	35	3,632	62.0	292,002	137,364	16	..	..	..
		1959	746	83,776	83,776	....	3,794	65.1	292,312	138,207	20	..	..	..
	Mo.-Kans.-Texas Lines	1960	2,915	248,615	248,615	2,379	10,069	58.8	781,098	333,781	57	..	2	3.4
		1959	2,916	214,834	214,834	2,102	11,151	63.8	821,684	374,841	59	..	4	6.3
	Missouri Pacific	1960	9,413	1,173,752	1,173,752	8,560	53,954	64.1	3,885,016	1,757,737	201	..	15	6.9
		1959	9,440	1,215,955	1,215,955	8,873	58,621	64.5	4,213,885	1,904,323	224	6	16	6.5
	St. Louis-San Francisco	1960	4,502	598,657	598,657	5,552	23,304	66.9	1,609,223	755,807	109	..	16	12.8
		1959	4,528	593,479	593,479	5,736	21,490	67.6	1,677,383	791,389	105	..	11	9.5
	St. Louis Southw. Lines	1960	1,554	342,653	342,653	3,934	16,083	71.3	1,040,909	465,303	53	..	1	1.6
		1959	1,554	352,221	352,221	4,355	16,655	70.0	1,070,059	478,331	48	..	..	..
	Texas & New Orleans	1960	4,078	578,955	578,955	....	27,458	66.5	1,947,372	912,308	137	..	3	2.1
		1959	4,143	674,595	674,595	469	30,220	64.9	2,128,246	974,837	139	..	..	..
	Texas & Pacific	1960	1,819	284,241	284,241	2,658	12,832	62.1	957,937	359,850	37	..	2	5.1
		1959	1,822	295,160	295,160	2,767	13,598	65.6	983,858	392,136	36	..	2	5.3

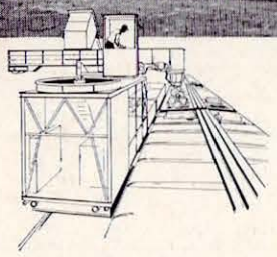
...or the Month of May 1960 Compared with May 1959

Region, Road and Year	Freight cars on line: Home	Foreign	Total	Per Cent B.O.	G.t.m.per train-hr. exc.locos and tenders	G.t.m.per train-mi. excl.locos and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Cars-miles per car-day	Net daily ton-mi per road-mi.	Train-miles per train-hour	Miles per loco. per day
Eastern Region													
Boston & Maine 1960	2,403	7,610	10,013	3.6	41,057	2,500	991	28.5	760	43.9	4,712	16.4	85.6
1959	2,125	7,817	9,942	3.2	44,247	2,728	1,096	28.2	819	46.6	5,047	16.3	76.6
N. Y., N. H. & Hartfd. 1960	4,483	13,182	17,665	7.6	39,846	2,454	934	27.6	470	27.4	4,704	16.2	135.2
1959	2,941	12,934	15,875	5.6	43,723	2,789	1,136	27.3	547	32.0	5,226	15.7	126.4
Delaware & Hudson 1960	4,648	3,914	8,562	7.2	61,355	3,291	1,651	35.8	1,025	44.4	11,572	18.7	148.2
1959	2,894	5,174	8,068	8.0	66,575	3,547	1,796	35.5	1,033	43.6	12,077	18.9	135.0
Del., Lack. & Western 1960	5,827	7,258	13,085	13.3	55,077	3,023	1,251	29.2	656	35.3	9,277	18.5	135.5
1959	5,130	8,997	14,127	11.1	54,790	3,086	1,300	29.1	682	35.9	10,414	18.9	143.4
Erie 1960	10,905	12,363	23,268	14.0	72,438	3,430	1,348	25.8	933	54.6	19,033	21.3	109.5
1959	10,326	15,999	26,325	6.9	74,417	3,542	1,409	26.1	976	56.5	11,458	21.2	118.1
Grand Trunk Western 1960	5,698	6,776	12,474	7.2	58,744	2,429	928	27.1	519	32.8	6,524	24.2	170.1
1959	5,033	8,055	13,088	6.3	54,256	2,390	927	30.7	494	27.7	7,144	22.8	104.3
Lehigh Valley 1960	6,416	7,967	14,383	16.1	65,337	3,111	1,422	32.4	567	27.5	7,466	21.2	200.3
1959	5,671	8,202	13,873	9.9	65,497	3,102	1,407	21.2	619	30.5	7,944	21.3	214.1
New York Central 1960	59,927	71,588	131,515	9.5	61,180	3,367	1,412	33.9	709	37.2	9,043	18.2	157.2
1959	61,171	75,271	136,442	7.7	60,850	3,445	1,487	33.4	743	37.4	9,493	17.8	156.5
New York, Chic. & St. L. 1960	10,047	13,737	23,784	13.8	58,782	3,331	1,415	32.3	1,146	59.3	12,890	17.9	158.8
1959	8,515	15,175	23,690	13.2	61,064	3,390	1,489	32.0	1,232	60.9	13,763	18.3	163.7
Pitts. & Lake Erie 1960	7,168	5,470	12,638	11.8	68,053	4,461	2,744	58.8	380	9.9	20,414	15.3	103.4
1959	4,743	7,003	11,746	8.8	63,741	4,122	2,459	54.6	371	10.4	20,834	15.5	135.2
Wabash 1960	9,625	10,866	20,491	9.5	83,558	3,484	1,394	28.6	866	49.3	7,541	24.1	119.0
1959	9,730	7,532	17,262	8.3	75,587	3,013	1,193	27.5	1,115	64.5	8,179	25.2	154.0
Baltimore & Ohio 1960	56,648	35,598	92,246	16.6	58,916	3,634	1,730	41.3	765	32.1	12,669	16.5	111.0
1959	58,775	34,830	93,605	17.5	58,397	3,653	1,778	37.7	791	34.5	13,020	16.2	106.0
Bessemer & Lake Erie 1960	4,848	2,127	6,975	9.8	83,378	5,819	3,791	76.7	839	17.7	30,406	15.3	150.6
1959	4,711	1,621	6,332	7.8	95,397	6,225	4,070	76.6	1,199	25.1	40,964	16.0	166.6
Central RR Co. of New Jersey 1960	4,627	9,579	14,206	18.8	43,637	3,054	1,615	41.7	392	14.9	3,902	14.9	72.4
1959	3,336	10,727	14,063	15.4	42,567	3,054	1,614	40.8	409	15.5	9,542	14.6	83.8
Chicago & Eastern Ill. 1960	3,548	3,998	6,646	12.4	73,746	4,321	2,174	40.7	1,067	43.4	8,219	17.2	108.2
1959	2,850	2,858	5,708	18.2	67,662	3,863	1,925	38.7	1,152	47.5	8,056	17.6	121.0
Elgin, Joliet & Eastern 1960	7,553	7,867	15,420	5.4	23,809	3,038	1,681	47.0	189	6.5	14,450	8.1	57.0
1959	7,994	8,840	16,834	4.5	20,870	3,003	1,619	44.8	212	7.6	17,124	7.2	69.7
Pennsylvania System 1960	107,572	83,726	191,298	13.3	58,914	3,481	1,625	36.5	691	31.2	13,523	17.4	133.8
1959	123,551	73,636	197,187	18.0	57,384	3,376	1,599	35.7	717	31.7	14,314	17.6	140.4
Reading 1960	14,989	12,952	27,941	14.9	51,700	3,336	1,731	45.7	495	18.7	11,551	15.5	68.5
1959	15,015	18,004	33,019	20.3	50,424	3,269	1,747	45.4	496	17.7	12,959	15.4	69.5
Western Maryland 1960	7,672	2,787	10,459	6.8	56,828	3,989	2,242	50.2	962	31.0	11,691	14.4	124.9
1959	5,787	3,498	9,285	5.8	59,393	3,997	2,310	50.6	1,197	35.8	13,400	15.1	146.8
Chesapeake & Ohio 1960	66,022	29,433	95,455	5.2	81,785	4,255	2,367	49.5	986	35.4	18,139	19.3	67.9
1959	57,843	29,984	87,827	7.3	82,061	4,451	2,499	49.5	1,072	38.2	18,498	18.5	65.4
Norfolk & Western* 1960	50,939	9,128	60,067	2.4	90,585	5,196	2,823	53.0	1,154	40.1	24,926	17.8	163.5
1959	45,284	9,314	54,598	2.9	93,429	5,355	2,952	53.4	1,226	41.0	25,368	17.8	169.6
Rich., Fred. & Potomac 1960	133	1,239	1,372	2.2	108,067	4,506	1,790	28.1	2,058	121.8	22,558	24.0	98.6
1959	87	1,036	1,123	2.1	100,911	4,289	1,715	26.3	2,068	120.4	20,812	23.6	94.6
Southern Region													
Atlantic Coast Line 1960	19,134	16,287	35,421	4.4	51,336	2,926	1,322	35.0	899	44.8	5,733	17.6	211.8
1959	20,015	18,091	38,106	4.5	51,282	2,959	1,362	35.9	862	41.5	5,835	17.4	210.2
Central of Georgia 1960	3,632	5,083	8,715	3.6	56,462	3,146	1,565	39.0	1,072	43.4	5,502	18.0	198.2
1959	3,319	5,567	8,886	3.1	53,890	3,126	1,554	37.9	1,095	44.4	5,827	17.3	200.2
Florida East Coast 1960	553	3,966	4,519	.4	43,905	2,948	1,045	28.4	651	44.3	6,021	14.9	75.5
1959	566	3,651	4,217	.4	42,513	2,453	851	26.5	627	43.5	5,416	17.4	76.3
Gulf, Mobile & Ohio 1960	7,186	9,146	16,332	7.0	77,503	4,017	1,917	34.4	987	43.7	6,006	19.3	101.6
1959	6,549	10,603	17,152	5.0	77,147	4,118	1,986	34.3	1,003	43.7	6,226	18.7	101.7
Illinois Central 1960	27,554	22,071	49,625	3.0	61,618	3,305	1,514	34.3	934	45.2	7,272	18.8	142.8
1959	24,837	20,578	45,515	4.6	62,766	3,332	1,528	33.9	1,066	51.3	7,843	19.0	97.6
Louisville & Nashville 1960	35,561	18,599	54,160	11.5	58,586	3,199	1,570	39.9	834	37.6	8,516	18.4	202.9
1959	33,655	19,487	53,142	7.5	56,545	3,261	1,640	39.1	907	37.5	8,374	17.4	198.2
Seaboard Air Line 1960	16,639	13,833	30,472	3.5	59,404	3,362	1,546	37.0	991	46.1	7,288	18.0	188.0
1959	17,175	12,898	30,073	3.2	60,630	3,257	1,508	36.4	996	45.9	7,228	19.0	177.4
Southern 1960	21,057	29,975	51,032	3.7	58,255	3,380	1,747	37.2	936	40.4	7,733	17.3	151.5
1959	19,652	27,808	47,460	4.7	60,845	3,414	1,512	32.7	927	43.5	7,063	17.9	151.9
Northwestern Region													
Chicago & North Western 1960	23,790	27,001	50,791	8.1	49,828	3,025	1,334	33.7	709	35.2	3,834	16.5	143.0
1959	21,303	25,455	46,758	5.4	52,462	2,771	1,202	31.2	712	38.5	3,732	19.0	172.9
Chicago Great Western 1960	2,468	4,317	6,725	3.6	68,462	3,741	1,772	33.8	1,116	49.9	5,252	18.3	174.7
1959	2,289	4,168	6,457	3.5	72,809	3,786	1,782	33.4	1,220	55.1	5,413	19.3	174.1
Chic., Milw., St. P. & Pac. 1960	30,880	21,449	52,329	5.1	69,129	3,386	1,505	32.1	743	36.6	3,606	20.5	160.0
1959	28,951	25,068	54,019	3.7	67,576	3,350	1,521	31.7	796	38.7	4,014	20.2	101.5
Duluth, Missabe & Iron Range. 1960	13,278	682	13,960	1.3	109,444	6,334	3,865	68.5	1,049	30.8	25,073	18.5	47.1
1959	11,822	868	12,690	3.2	112,323	6,561	3,941	65.2	1,182	35.8	28,544	18.4	58.2
Great Northern 1960	26,481	18,005	44,486	3.8	68,222	3,592	1,675	37.7	1,210	50.4	6,323	19.3	114.3
1959	23,081	19,479	42,560	3.3	66,599	3,424	1,661	36.4	1,227	54.1	6,377	19.4	125.5
Minn., St. P. & S. Ste. Marie 1960	7,405	5,911	13,316	7.2	52,228	2,696	1,127	31.1	931	45.7	2,979	20.1	125.9
1959	6,892	6,503	13,395	7.1	52,191	2,639	1,213	31.9	1,057	51.1	3,392	19.9	131.4
Northern Pacific 1960	20,096	15,317	35,413	3.4	66,816	3,015	1,335	31.2	971	49.0	5,214	22.2	110.8
1959	18,464	15,874	34,338	2.9	65,691	3,065	1,435	31.3	1,056	48.1	5,529	21.4	112.4
Spokane, Portland & Seattle 1960	1,561	4,177	5,738	4.3	42,444	3,019	1,432	32.6	1,106	48.1	6,887	14.1	207.2
1959	1,293	3,862	5,155	2.6	46,349	2,304	1,582	35.2	1,400	52.2	7,988	14.5	97.9
Central Western Region													
Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.) 1960	53,219	36,667	89,886	4.9	80,188	3,965	1,146	28.2	1,227	73.1	8,301	26.2	155.2
1959	52,097	39,367	91,464	3.8	78,570	3,193	1,215	28.3	1,277	74.4	8,593	24.7	163.8
Chic., Burl. & Quincy 1960	27,571	18,927	46,498	4.7	67,208	3,013	1,328	30.7	897	45.2	4,893	22.4	168.8
1959	22,434	21,245	43,679	3.3	65,493	2,973	1,335	30.8	1,042	51.0	5,311	22.1	164.4
Chic., Rock I. & Pac. 1960	17,477	22,341	39,818	4.6	65,113	2,971	1,169	29.4	1,010	58.7	4,978	22.0	169.7
1959	15,154	24,037	39,191	4.9	62,189	2,904	1,204	30.0	1,093	58.8	5,430	21.5	185.9
Denver & R. G. Western 1960	8,606	6,278	14,884	5.8	73,840	3,473	1,666	33.7	1,077	44.0	7,458	21.3	123.1
1959	7,665	5,994	13,659	5.8	70,432	3,397	1,667	34.8	1,222	49.1	7,888	20.8	125.5
Southern Pacific 1960	31,597	39,459	71,056	1.8	76,741	3,341	1,376	29.4	1,402	75.4	12,583	23.2	114.5
1959	32,553	48,431	80,984	2.1	71,151	3,378	1,410	29.6	1,304	68.6	13,164	21.3	123.4
Union Pacific 1960	33,617	27,749	61,366	2.5	97,794	3,454	1,450	28.6	1,415	77.1	9,192	28.5	149.0
1959	32,128	29,620	61,748	1.8	91,738	3,222	1,382	29.1	1,555	80.7	9,986	28.7	161.9
Western Pacific 1960	2,579	2,237	4,816	3.9	79,646	2,733	1,221	29.9	2,260	106.3	9,161	29.3	195.1
1959	2,565	3,337	5,902	2.3	78,955	2,825	1,263	30.2	1,873	89.7	9,309	28.0	222.7
Central Region													
Kansas City Southern 1960	2,212	5,563	7,775	4.7	96,016	4,748	2,206	35.4	1,130	49.5	9,979	20.3	196.1
1959	2,397	5,331	7,728	5.3	101,330	4,898	2,316	35.1	1,286	54.5	11,199	20.8	221.8
Louisiana & Arkansas 1960	1,779	3,496	5,275	5.8	76,681	3,773	1,775	37.8	835	35.6	5,940	20.3	174.8
1959	1,977	3,053	5,030	6.8	70,675	3,490	1,650	36.4	890	37.5	5,976	20.3	178.6
Mo.-Kans.-Texas Lines 1960	5,477	6,628	12,105	9.8	59,671	3,150	1,346	33.1	934	48.0	3,694	19.0	152.2
1959	5,452	7,387	12,839	7.5	66,641	3,837	1,750	33.6	977	45.6	4,147	17.4	129.2
Missouri Pacific 1960	24,279	20,125	44,404	6.9	70,693	3,323	1,503	32.6	1,255	60.1	6,024	21.4	188.6
1959	23,432	26,423	49,855	7.7	71,239	3,484	1,575	32.5	1,246	59.4	6,507	20.6	175.5
St. Louis-San Francisco 1960	12,348	9,622	21,970	2.0	57,800	2,703	1,270	32.4	1,103	50.8	5,416	21.5	177.5
1959	12,232	11,343	23,575	1.7	59,202	2,835	1,338	32.3	1,125	51.5	5,638	20.9	188.5
St. Louis Southw. Lines 1960	2,247	4,566	6,813	4.3	74,553	3,043	1,360	28.9	2,363	114.6	9,659	24.5	193.2
1959	2,052	5,108	7,160	1.8	75,250	3,046	1,361	28.7	2,220	110.4	9,929	24.8	242.3
Texas & New Orleans 1960	6,557	12,786	19,343	2.6	82,439	3,380	1,584	33.2	1,443	65.3	7,217	24.5	141.9
1959	6,038	15,431	21,469	1.6	73,570	3,172	1,453	32.3	1,474	70.4	7,581	23.3	161.7
Texas & Pacific 1960	3,341	5,815	9,156	4.5	79,253	3,397	1,276	28.0	1,323	75.9	6,382	23.5	246.1
1959	3,045	6,284	9,329	3.3	78,539	3,350	1,335	28.8	1,491	74.1	6,943	23.6	269.8

*Includes operations of Virginian Ry. Co., merged into Norfolk & Western Ry. Co., December 1, 1959.
Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.

THE DIFFERENCE BETWEEN "SLOW" AND "GO"
IN BUNKER ICING OPERATIONS





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by John G. Glover

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MARKET OUTLOOK *at a glance*

Carloadings Rise 24.5% Above Previous Week's

Loadings of revenue freight in the week ended Sept. 17 totaled 598,716 cars, the Association of American Railroads announced on Sept. 22. This was an increase of 117,659 cars, or 24.5%, compared with the previous week; an increase of 21,259 cars, or 3.7%, compared with the corresponding week last year; and a decrease of 69,044 cars, or 10.3%, compared with the equivalent 1958 week.

Loadings of revenue freight for the week ended Sept. 10 totaled 481,057 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Sept. 10

District	1960	1959	1958
Eastern	75,549	69,895	93,355
Allegheny	46,999	70,945	112,963
Pocahontas	43,127	39,704	57,136
Southern	94,063	97,810	116,348
Northwestern	83,413	55,333	108,096
Central Western	96,480	98,895	128,926
Southwestern	41,426	45,034	49,399
Total Western Districts	221,319	199,262	286,421
Total All Roads	481,057	477,616	666,223
Commodities:			
Grain and grain products	40,854	43,778	55,699
Livestock	5,532	6,893	7,977
Coal	88,099	88,019	117,838
Coke	4,583	2,756	7,152
Forest Products	31,909	35,389	40,712
Ore	44,731	8,338	57,297
Merchandise l.c.l.	27,440	35,585	53,540
Miscellaneous	237,909	256,858	326,608
Sept. 10	481,057	477,616	666,223
Sept. 3	577,090	547,806	563,725
Aug. 27	594,770	548,877	646,226
Aug. 20	596,339	542,486	634,231
Aug. 13	599,908	544,569	626,314
Cumulative total, 36 weeks	21,430,675	21,680,644	20,352,653

PIGGYBACK CARLOADINGS. —U. S. piggyback loadings for the week ended Sept. 10 totaled 8,956 cars, compared with 7,313 for the corresponding 1959 week. Loadings for 1960 up to Sept. 10 totaled 379,339 cars, compared with 281,798 for the corresponding period of 1959.

IN CANADA. — Carloadings for the seven-day period ended Sept. 7 totaled 68,093 cars, compared with 115,557 for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Sept. 7, 1960	68,093	20,942
Sept. 7, 1959	67,402	24,400
Cumulative Totals		
Sept. 7, 1960	2,514,932	970,143
Sept. 7, 1959	2,592,381	962,673

New Equipment

FREIGHT-TRAIN CARS

► *Louisville & Nashville.*—Ordered 400 box cars from ACF at a cost of over $5,000,000. Order includes 100 50-ft double-door; 100 40 ft DF equipped with 8-ft doors; 50 50-ft DF equipped with 15-ft doors; 50 50-ft DF equipped with 15-ft doors and hydra-cushion underframes and 100 50-ft equipped with Hydra-cushion underframes and 9-ft doors. Scheduled for delivery beginning in November, the cars will be built at ACF's St. Louis plant.

► *Northern Pacific.*—Is building 150 50-ft roller-bearing-equipped RBL's at its Brainerd, Minn. shops. Delivery will be completed Oct. 15 when work will begin on an order for 500 50-ft double-door box cars equipped with roller bearings and nailable steel floors. The box cars, to be completed by February 1961, will complete NP's 1960 $20 million car program.

FOREIGN

► *Colombia.*—The World Bank has lent the equivalent of $5,400,000 to equip Colombia's new Atlantic Railroad (this is in addition to loans totaling $40,900,000 made in 1952 and 1955 to construct the road). The line will link Colombia's various railway systems and provide quick transportation between ports on the Atlantic and Pacific Oceans. Construction involves 425 miles of new and 60 miles of rebuilt line to be opened early in 1961. The latest loan will be used to finance 16 diesel locomotives, about 300 freight cars in "knocked-down" condition to be assembled in Colombia, parts to rehabilitate passenger coaches, and shop equipment.

► *United Arab Republic.*—The Export-Import Bank has granted a $22.5 million credit to the UAR to finance the purchase in the United States of 100 General Motors diesel-electric locomotives, with spare parts and shop tools. Acquisition of these locomotives will assist in the completion of a modern railway transport system in the UAR.

SPECIAL

► *Missouri Pacific.*—The board of directors has approved an expenditure of $736,000 for the purchase of 90 frames to be attached to flat cars for the transportation of compact automobiles. The authorization calls for 13 bi-level frames accommodating 10 compact autos and 77 tri-level frames holding 15 compact cars.

New Facilities

► *New York City Transit Authority.*—Plans to spend $23 million on signaling projects in 1961. Major items include signaling on the Chrystie St. subway which includes a station and connections to the IND and BMT lines via Houston St., Williamsburg and Manhattan bridges; signal modernization on the IRT Lexington Ave. line from 86th St. to 125th St.; and signaling to restore Willets Point Blvd. as a terminal station on the IRT Flushing line to provide additional service for the 1964-65 World's Fair.

People in the News

ATLANTIC COAST LINE.—W. D. Quarles, Jr., superintendent motive power, Rocky Mount, N. C., appointed director of labor relations, Jacksonville, Fla.

J. D. Bozard appointed industrial agent, Atlanta, Ga.

CENTRAL OF GEORGIA. — G. E. Johnston appointed freight traffic manager, Savannah, Ga., succeeding **C. T. Hopkins,** resigned.

DENVER & RIO GRANDE WESTERN.—R. J. Higgins appointed district freight and passenger agent, Portland, Ore. **N. W. Vorpahl** named general agent, Medford, Ore.

DETROIT, TOLEDO & IRONTON.—Headquarters of **Hoyt G. Rice,** Southeastern traffic representative, transferred to 608 Terrace Hilton Building, Cincinnati, Ohio.

MISSOURI-KANSAS-TEXAS.—Richard C. Schrank and **Andrew Krivak** appointed sales representatives, Philadelphia and New York, respectively.

NEW HAVEN.—Arthur P. Macauley, office manager, office of vice president of freight traffic, New Haven, appointed assistant general manager—traffic research. **Thomas J. Gilhooly,** general traffic agent, Detroit, Mich., succeeds Mr. Macauley.

NEW YORK CENTRAL.—Joseph R. Tomlinson, assistant manager, tariff bureau, New York, appointed manager, tariff bureau.

NICKEL PLATE.—Hugh D. Miller appointed general locomotive foreman, Frankfort, Ind., succeeding **Roy Hollis,** retired.

NORFOLK & WESTERN.—Lester C. Thompson, Jr., traveling freight agent, San Francisco, Calif., appointed district freight agent, Portland, Ore., succeeding **Carl P. Stegner,** who retired Aug. 31. **Benjamin G. Thomas** appointed chief of tariff bureau, Roanoke, Va., a new position.

ONTARIO NORTHLAND.—R. M. Killins appointed trainmaster and rule instructor, Englehart, Ont., Can.

SOO LINE.—James W. Lydon, advertising manager and editor of the "Soo Liner," employee magazine, retires Sept. 30. **L. Robert Wolf,** chief clerk and administrative assistant to vice president—traffic, has been named public relations representative and editor of the company magazine.

WABASH.—R. P. Sadler appointed supervisor-loading services and loss and damage prevention.

Supply Trade

Thomas J. Kemble has been named manager of railroad sales for **Buck Equipment Corp.,** Cincinnati, Ohio, manufacturer of the new "LUL" (loader and unloader) which is used to load automobiles on triple deck railway cars. Mr. Kemble was formerly manager of railroad sales for the Harnischfeger Corp., Milwaukee, Wis.

W. D. Quarles, Jr.
ACL

Thomas J. Kemble
Buck

James F. McCartney has been appointed to the sales department staff of **McConway & Torley Corp.,** at Pittsburgh, Pa. Mr. McCartney was formerly associated with Pressed Steel Car Co. and the Duff-Norton Co.

P. O. Willaman, staff engineer, has been appointed representative for the eastern district, Air Brake Division, **Westinghouse Air Brake Co.,** New York.

William H. Breeden and **Courtney G. Libey** have been named salesmen for the Milwaukee and northern Illinois territories, respectively, industrial products division, **Automatic Electric Sales Corp.,** both at Northlake, Ill.

Wesson Co., Ferndale, Mich., has appointed **Muntz Tool Co.,** Wayne, Pa., as exclusive agent to service all eastern railroads. Muntz will help engineer and apply carbide tooling for repair, maintenance and modification of rolling stock and railroad equipment in railroad shops and will assist railroad equipment builders in the application of

Op Chiefs Go to 'School'

Chiefs of four of the five operating brotherhoods and their principal associates to the total number of eighty went to school last week at Cornell University, Ithaca, N. Y. The occasion was "the Railroad Brotherhoods Institute" conducted Sept. 20-23 by the University's School of Industrial Relations.

At the opening session on Sept. 20 the principal speaker was Father L. G. Twomey of Loyola University, New Orleans, who raised some pointed questions as to the brotherhoods' practices regarding racial discrimination. On Sept. 21 the speakers were Transportation Professor Robert Pashek of Penn State University, AAR President Daniel Loomis and RLEA President George Leighty.

Professor Pashek sketched recent major changes in the transportation situation with the relative decline of the share of the total job being done by railroads. He asserted that lack of coordination of the many government agencies dealing with transportation has led to "waste and misallocation" of scarce national resources.

Mr. Loomis outlined the rapid and gigantic invasion of government into providing facilities for all forms of transportation except railroads and pipelines, which has now reached the enormous cumulative total of $162 billion dollars. As recently as 1955, federal government expenditures for transportation plant were one-seventh of the total while now they constitute one-third of the total.

Mr. Loomis called for equality for the railroads in the movement of "exempt" commodities — either regulate all such movements or let the railroads haul them without regulation. He urged that railroads be given the right to engage in other forms of transportation and that compensatory user charges be collected from transportation operators who conduct their business on public property. He added that railroads would cheerfully pay such charges if they were permitted to engage in these other forms of transportation.

He went on to say that railroad capital expenditures now averaging about $1 billion annually should be stepped up 50 to 100% but, he asked, in the light of present low earnings, where is the money to come from?

He went on to say that unions and managements made him think of two diesel units coupled together but often pulling in opposite directions. He questioned whether unions did not often follow policies calculated to protect a handful of jobs while ignoring programs which would advance the general welfare of the industry and thus protect or create thousands of jobs.

Mr. Leighty asserted that the railroads "are now enjoying the most prosperous period in their history." He said further:

"Over the past decade railroad gross revenues have averaged more than $10 billion a year. That is almost double the gross revenues they had in 1921. In 1958, however, the purchasing power of the total compensation of railroad employees had risen only 8.6% over its 1921 level." Mr. Leighty conceded that there should be a greater degree of equality in government treatment of

Wesson's line of standard and special carbide tools, and Wessonmetal carbide.

Industrial Traffic

Howard A. Mann has been appointed a member and vice chairman of the **National Harbours Board** for a term of ten years. Mr. Mann was appointed general secretary, Canadian Industrial Traffic League in 1947; executive manager, Maritimes Transportation Commission in 1955; and a commissioner of the Royal Commission on Transportation in 1959.

Minnesota & Ontario Paper Co. has appointed the following traffic managers: **John T. Palo,** rates; **Charles G. Wise,** Insulite: **Clement E. Brantl,** motor carrier, and **David W. Berg,** paper.

Miss Louise D. Ahearn has been appointed administrative assistant, **Schumm Traffic Agency, Inc.,** New York. Miss Ahearn is secretary to the Metropolitan New York Chapter of the Interstate Commerce Commission Practitioners.

J. Harold Wright has been named manager transportation development, traffic department, **General Foods Corp.,** White Plains, N.Y. Mr. Wright was formerly traffic manager of Spencer Kellogg & Sons. **Jack M. Carter,** assistant general traffic manager, named manager, motor carrier transportation. **John W. Gilius,** assistant general traffic manager, appointed manager, rail transportation. **Robert E. Fox,** traffic manager, named manager, traffic services. **Leonard V. Simms,** manager, distribution services, appointed assistant to the director.

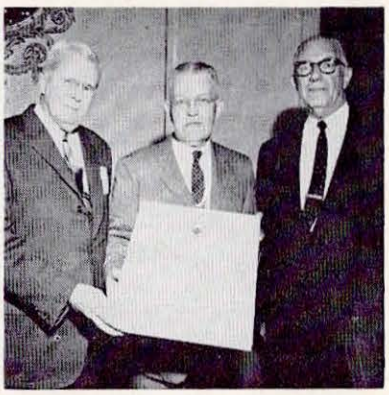
the different forms of transportation but he appeared to be more concerned with what he regarded as the illiberality of management in making concessions to organized labor than he was with unequal treatment of the industry at the hands of government. He was worried about the effect of railroad mergers and the discontinuance of passenger service, and critical of the Interstate Commerce Commission for its willingness to authorize these actions by the railroads. On the subject of subsidies he said: "If subsidies to other forms of transportation cannot be eliminated, the railroads must in their own self-interest obtain enough subsidies or other government aid to keep them on an even competitive basis."

He deplored the reluctance of the railroads to make concessions in the direction of job protection and threatened eventual nationalization of railroads if management does not mend its ways.

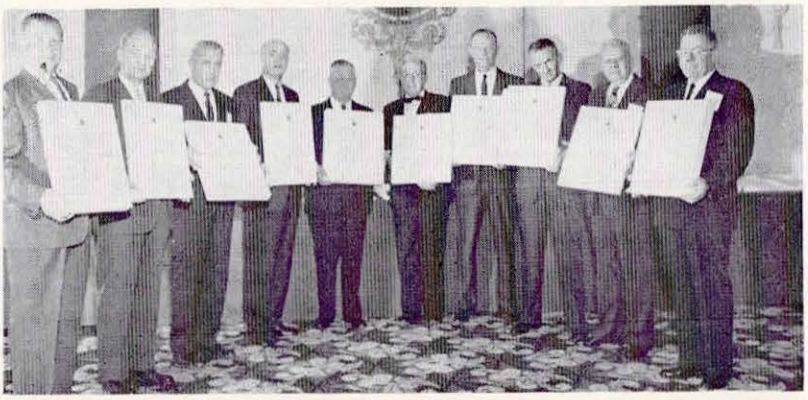
Following the formal addresses those in attendance at the conference divided into discussion groups and each group framed questions which were later referred to the speakers sitting as a panel.

Harriman Awards

GOLD MEDALS went to Atlantic Coast Line, Chicago & Eastern Illinois, and Canadian Pacific Lines in Maine. Left to right: ICC Commissioner Everett Hutchinson; ACL President W. T. Rice; J. R. Strother, of Canadian Pacific Lines in Maine; President D. O. Mathews, C&EI.



SWITCHING AND TERMINAL ROADS earning Certificates of Commendation were the Baltimore & Ohio Chicago Terminal Railroad, representing larger companies, and the Kentucky & Indiana Terminal Railroad, representing smaller ones. In picture at left, James G. Lyne, editor of Railway Age and chairman of the Harriman Awards Committee, center, is flanked by Vice President G. M. Campbell, left, and Superintendent of Safety G. W. Elste, right, of the B&O Chicago Terminal. In picture at right, Joe W. Kizzia, executive editor of Railway Age and member of the Awards Committee, left, helps Superintendent of Safety George Dyer, right, display the award given Kentucky & Indiana.



CERTIFICATES OF COMMENDATION were accepted by (left to right): T. E. McGinnis, Erie assistant general manager; John W. Barriger, president, Monongahela; C. W. Baker, Lehigh Valley vice president—operations; E. H. Hallman, Illinois Central director of personnel; O. D. Page, Central of Georgia assistant general manager; C. T. DeWitt, Northern Pacific superintendent of safety and fire prevention; E. H. Borchers, Texas Mexican general counsel; George M. Dyer, Jr., K-I Terminal supervisor of safety; G. M. Campbell, B&O Chicago Terminal vice president; Clinchfield General Manager C. S. Sanderson.

Off-the-Job Improvement See

► **The Story at a Glance: Representatives of railroad management, speaking last week before the annual meetings of the Roadmasters' and Bridge & Building Associations, hammered away at this theme:**

If railroad problems, and in a broader sense those of the country, are to be solved, railroad men have got to take a more active part in off-the-job activities from national affairs to accident prevention.

"For us in railroading, it is not enough just to be first-class railroaders. We are called on now, more than ever, to be first-class citizens as well. The future of our whole way of life demands it of us."

The speaker was B. F. Biaggini, vice president of the Southern Pacific, and he was addressing a joint session of the Roadmasters' and Bridge & Building conventions last week at Chicago. Mr. Biaggini's advice to the effect that railroad men should make their influence felt beyond the limits of their business duties was echoed by a number of other management speakers who appeared before two joint sessions of the concurrent conventions.

While declaring that the degree to which railroad men discharge their citizenship obligations will have a "most important bearing on the future of railroading," Mr. Biaggini sought mainly to "stress the substantial influence you can bring to bear in determining whether our whole system of individual freedom and free enterprise is to survive.

"From without," he said, "we are threatened by a philosophy of the supremacy of the state which is diametrically opposed to our own concept of the supremacy of the individual. From within we see the effective workings of strong pressure groups whose interests are often contrary to our democratic principles."

The trouble has come about, Mr. Biaggini believes, because "we have become complacent as to our responsibilities as citizens. We have tended to become so busy and so engrossed in our personal and business affairs in these fast-moving times that we have allotted less and less of our time and energies to preserving and sustaining the basic political concepts which have made all this progress possible."

To counteract this tendency he believes it is important, first, "to take the trouble to study the key issues facing our country—foreign policy, defense, inflation and the need for eliminating all forms of waste in government. And the second important thing is that we work actively in support of what we believe in."

As part of this effort railroaders should not hesitate to speak out in behalf of their industry, declared Mr. Biaggini. "We must, in fact, speak out if our industry is to continue to move forward as an example of what private capital and free people can accomplish under our American philosophy. Failure of our railroads to survive as private enterprises would make nationalization inevitable, and certainly this would be a major step toward collapse of our whole free enterprise system."

Another speaker—H. C. Murphy, president, Burlington Lines—called for more effort on the part of railroad men to educate the public in the problems facing the carriers as a result of the "fiercely competitive struggle" in which they are now engaged. After outlining these problems in detail Mr. Murphy declared that "one of our pressing needs is to educate people to the need for a realistic, modern framework of public interest regulation that not only permits but encourages development and full utilization of the modern-day railroad plant." He would have "every member of the railroad team assume that added responsibility to inform himself about what needs to be done to restore our railroads to the growth position to which they are entitled."

Some practical hints on how individual railroaders can help promote good public relations were offered by J. Handly Wright, vice president, Public Relations Department, AAR, in an address entitled "Public Relations—Responsibility and Opportunity." Noting that there is a "vast ignorance" on the part of the public and lawmakers regarding railroad problems, Mr. Wright cited what he called the oldest rule of public relations, namely, "actions speak louder than words." Good public relations, he said, is really nothing more than "good manners—good corporate manners." There is no "mumbo-jumbo" involved in winning friends for the railroads, he declared; it is simply a matter of "acting in such a way as to make people like you."

If a company has a good product there may be a tendency to question whether it is really necessary to spend time and effort cultivating good public relations. For an authoritative answer to this question, one should ask the politicians, he said. One difference, he added, is that politicians come up for election only once in several years, while the railroads have to try for "election" every day.

Good relations outside a company or industry grow from good relations inside, said the speaker. Studies have shown that the impression the public has of an industry is based largely on conversations with its employees. By "talking up" their industry the employees win friends for it. If they talk unfavorably about it, the result will be loss of friends.

Because of conditions now affecting the railroad industry, railroad men, in their outside contacts, may have a tendency to overlook some of the more promising developments, said Mr. Wright. Listing some of the "hundreds" of such developments, he mentioned microwave transmission, centralized traffic control, atomic signal lights, the use of electronic computers, piggyback and automatic classification yards. Among other reasons for optimism he mentioned the population "explosion" that is occurring, and the Transportation Act of 1958, which, he said, signalled the end of "years of public apathy toward railroad problems."

Even in the realm of accident prevention there is much in the way of education railroad men could be doing off the job, according to G. M. Leilich, vice president operations of the Western Maryland. Speaking on the subject "Safety Is No Accident," Mr. Leilich backed this contention by pointing out that in 1959, 32% of the fatal accidents occurred at work, and 68% away from work.

"All of this points to the very obvious fact that industry cannot ignore accidents which occur other than at the source of work." Elaborating on this thought, Mr. Leilich noted that off-the-job accidents cause inefficiency on the job, loss of production and other complications resulting from employee absenteeism. In addition, there are other associated costs, such as insurance expense and those resulting from the inability of the employee to attain his full productive capacity immediately upon return to work after convalescing from an accident.

For these reasons Mr. Leilich is convinced that "we in management must stress and emphasize in every manner within our power the importance of safety everywhere . . ." He would do this "through the media of movies, slides, publicity, posters, any way that we can drum the idea into the heads of our employees that they must not close their mental doors on safety when they leave the property," Mr. Leilich said

Needed

A comprehensive report on what he learned during a 30-day inspection of railroads in Russia was presented by Frank R. Woolford, chief engineer of the Western Pacific. The trip, he explained, was made in connection with an exchange inspection agreement between the State Department and the Soviet Union.

Aside from the two joint sessions at which these addresses were heard the two associations held separate sessions which were primarily devoted to the presentation of committee reports on special subjects of current interest.

Presiding officers were S. E. Tracy, president of the Roadmasters' Association and superintendent of work equipment, Chicago, Burlington & Quincy; and B. M. Stephens, president of the Bridge & Building Association and assistant to the executive vice president of the Texas & New Orleans (Southern Pacific Lines in Texas and Louisiana).

Railway Regulation Slackened in Canada

Government regulation of Canadian railways has been eased. The new issue of "Tariff Circular 1-A," issued by the Board of Transport Commissioners for Canada, prescribing regulations governing the construction, filing and posting of freight tariffs by railway companies, and taking effect Dec. 1, 1960, permits competitive rates to be established without notice. This new provision goes far beyond anything available to U. S. roads under ICC Tariff Circular 20.

The new provision, listed under Rule 17—Competitive Rates, reads:

"Competitive rates, which are urgently required to be brought into immediate effect to meet the competition of transportation services not subject to the Board's jurisdiction, may be acted upon without previous notice to the Board but the carrier or agent concerned must immediately publish such rates, effective as from the date of acceptance of the traffic for movement, and file the same with the Board in accordance with the regulations herein stated."

Current provisions regarding cancellation of published rates are unchanged. However, Canadian roads can meet truck competition by quotation of reduced rates effective from time of quotation, without the necessity of waiting for tariff publication before acceptance of the traffic, effective Dec. 1, 1960.

Editors Afield

NIAGARA FALLS, ONT.

"Passengers have a habit of talking back; freight doesn't." These remarks by Maj. Gen. I. Sewell Morris, executive director of the Military Traffic Management Agency, were typical of the 97th Annual Meeting of the American Association of Passenger Traffic Officers.

The theme of the AAPTO convention was passenger relations—how, in the face of the continued deterioration of passenger business, it is possible to make the necessary efforts to sell the positive parts of passenger transportation while at the same time doing everything possible to eliminate the negative side.

Optimism, though it did not set the prevailing tone, was not absent from the meeting. Roads reporting increased business included the Burlington ("Passenger revenues are running ahead of last year by some 8%") and the Santa Fe (which said that their "Go Now, Pay Later" plan was paying off handsomely in new business.) Not all roads had a success story to report, though, and there was real interest shown in the tales the successful roads had to tell.

The passenger traffic officers heard David Morgan, editor of *Trains*, tell how to "Partially De-Dieselize Profitably." Admitting that "steam excursions will not save the passenger business," which has more pressing problems, Mr. Morgan asserted that neither would they "add a penny to the passenger deficit."

"Railroads from a legislators point of view" were described by New York State Senator E. W. Brydges, who asserted that it is in the public interest for public representatives to promote travel by public carriers. It is the government's right and duty, Senator Brydges said, to in some way preserve rail right of way and rolling stock against the possibility of a national emergency. The government is also vitally concerned with the preservation of commuter traffic into major cities, Senator Brydges said, pointing out that the federal government, asked to do many things, has to date done very little, compared with what it has done for alternative means of transportation. "We can't turn back the clock," Senator Brydges said, adding that where rail is best suited to serve the public, the public should take steps to preserve rail service.

"Movement in direction of curtailing service has no end," Senator Brydges said. "It is a continuous war of attrition till what is left becomes increasingly unprofitable," winding up sooner or later at the point where "we have no rail transportation at all."

It was this point that General Morris chose to discuss. The interest of the country in national defense is vitally concerned with the continuation of rail passenger service, General Morris said, pointing out that the development of the mobile Minuteman missile, scheduled to be test-fired from a rail installation next spring, owed a great deal to existing rail service and rail know-how.

Continuance of joint military passenger agreements and bureaus is essential, General Morris said, in the event of a future emergency, which would require that machinery be in existence to permit rapid expansion of rail service. Railroads may not fully appreciate the value of both military agreements and military bureaus to national defense, General Morris said, but both are vital, and, in his opinion, must be continued if we are to retain our readiness for a national emergency.

On the practical level of public relations, a panel consisting of W. Grant Burden of the Union Pacific and Charles Harris of the Canadian National described individual ways in which passenger personnel and public relations representatives can and should work together.

New officers for the coming year are: president, R. E. King, general passenger traffic manager of the Rock Island, succeeding John Barrett of the Wabash; vice president, B. J. Grenrood, GPA of the Illinois Central at New Orleans; secretary-treasurer, Ben Branch, succeeding himself in the office he has held continuously since 1937; and chairman of the executive committee, Emory Clements, passenger traffic manager of the Southern.

—Rod Craib

You Ought To Know...

A new sales kit—designed to "supplement the salesman's effort with visual aids to the greatest extent possible"—is being distributed to about 275 Milwaukee Road traffic solicitors in a series of seven regional staff meetings, which began recently. The loose-leaf portfolios contain pictures, maps, diagrams and leaflets, with brief descriptive text. The Milwaukee's philosophy, as expressed by W. W. Kremer, traffic vice president: "We sincerely believe that the shipping and traveling public needs what the railroads have to offer and will be glad to know more about it. It isn't enough merely to describe the services of a modern railroad. We think people want to see for themselves."

Railroad accidents in July resulted in deaths of 11 employees on duty and injuries to 1,069 employees. This compared with 14 employee fatalities and 1,217 employee injuries in July 1959, according to the ICC's preliminary summary. In this year's first seven months, 109 employees were killed and 7,646 were injured. Comparable figures for 1959 were 99 and 7,981, respectively. In July's train and train-service accidents, no passenger was killed, but 109 were injured. In July 1959 one passenger was killed and 134 were injured. Passenger fatalities in this year's first seven months totaled 24, compared with eight in the first seven months of 1959.

Electronic ticketing equipment now being installed for Eastern Air Lines will make it possible for air credit card holders to "write their own tickets," EAL says. Called the "Flite-Check," the system permits the customer to make out his own ticket after reserving his space, thereby avoiding a trip to the airline ticket office.

Shorter, faster trains hitting high speeds between load centers will help piggyback grow, American Car & Foundry Division Director of Marketing John D. Loftis says. By 1965, at least 9% of all rail ton-miles will be handled by some form of piggyback, Mr. Loftis predicted in a panel discussion on the "Developing Transportation Revolution," sponsored by RSPA.

At the same conference, President E.C.R. Lasher of North American Car challenged railroads to meet the demands of industry for "not just transportation, but distribution," adding, "Logistics is not transportation but distribution; not materials handling but materials management; not low rates but lowest landed cost; not storage but transiting."

A three-story Chicago office building has been donated to Good Will Industries by the Rock Island. Formerly used by RI's accounting department the building will be remodeled to fit it for use as a workshop for the handicapped.

Santa Fe President E. S. Marsh heads the list of speakers who will address the 1960 convention of the American Council of Railroad Women, to be held Oct. 31 through Nov. 2 in Chicago.

A "decline in freight traffic" is Great Northern's reason for the temporary layoff of 700 carbuilding and repair shop employees at St. Paul and St. Cloud, Minn. Both shops will reopen Oct. 24.

Railroad employment in mid-August stood at 792,929—3.26% below August 1959. Biggest drop was among maintenance of way and structures employees—5.45%.

Milwaukee's Travel-Dine-Sleep package plan will be extended through May 15, 1961. Started last November, the unique plan permits coach passengers to purchase meals and sleeping car space at reduced rates on the Olympian Hiawathas between Chicago and the Pacific Northwest.

Union Tank Car Co. will add the firm of Getz Bros. & Co., San Francisco marketing and transportation agents, to its present overseas operations. Acquisition of the new firm for $675,000 cash and 23,700 shares of Union Tank Car treasury stock is subject to approval of the California Commissioner of Corporations.

Conditions attached by the ICC to its 1923 order approving SP control of Central Pacific will be modified if the Commission follows an examiner's recommendations. Conditions designed to protect the CP-UP route via Ogden, Utah, against possible SP preference for its long-haul route via El Paso require SP to cooperate with UP to secure "maximum" routing via Ogden. The proposed modification, in response to a petition by D&RGW, which also connects with CP at Ogden, would hereafter require SP to secure routing of a "maximum" of freight through Ogden via all roads connecting with CP at that point.

COMING UP . . .

PRR Mechanizes Tax Accounting

The Pennsylvania is completing mechanization of property tax accounting and is centralizing all operations at Philadelphia. The move will simplify payment of the more than 25 different types of taxes the road pays annually to state and local taxing districts.

New Rail Line Planned in Canada

Aerial surveys have been completed on the proposed route of the Pacific Northern, a 697-mile railroad that will link Summit Lake, B. C., Canada (near Prince George) and the Yukon border. Construction work on the big new line may begin this fall.

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Increased Volume, Lower Rates

Railroads and their patrons have a mutual interest in seeing to it that railroad rates—wherever railroad costs permit—are kept competitively lower than the rates other agencies of transportation are able to offer (and lower, also, than the costs of private transportation).

Despite this mutual interest, though, there is only a limited degree of active cooperation between railroads and shippers—single-mindedly working together to keep railroad costs (and, hence, their rates) competitively low.

We hesitate to name names and commodities where joint effort toward this end seems to be far advanced—for fear of omitting equally noteworthy evidence which has escaped our attention. Any professional traffic man could designate a dozen or more important commodities where (at least in some areas), shippers have given the railroads traffic in the volume necessary to keep unit costs low; and where, consequently, shippers and receivers have benefited from low rates.

Then take the matter of heavier loading of cars. More and more railroad traffic officers understand, today, how little more it costs to haul a fully loaded car than one only partly loaded. Some railroad rates (e.g., on commodities moving by tank car) are already established on a full-carload basis, but most rates on "Manufactures & Miscellaneous" commodities, when they move in box cars or gondolas, are rated at carload minima that are often lower than a full carload. Railroads can profitably offer substantial discounts for heavier loading—thereby reducing the average per-ton charges to their customers.

Another area of great promise for improved economy of railroad service is that of getting traffic for present empty-return movements of cars. Truck operators have shown great initiative in this direction—and they have received strong encouragement from the ICC. In a recent ICC decision, a common carrier trucker was authorized to offer a shipper-consignee a 40% rate reduction on a back-haul movement, using the same equipment that came in under load.

The initiative of railroads in endeavoring to establish "agreed charges" is, of course, an outstanding instance of railroad-customer cooperation—to effect "economies of scale" in the movement of freight in heavy volume, and to share the resulting profits equitably between both participants. Whether laggard regulatory law (which inevitably is aimed at past rather than present conditions) can be modernized sufficiently to accept this practice, as yet, remains to be seen. But practices called for by sound economics are not likely to be forbidden indefinitely by legal anachronisms.

So, there is progress—present and prospective—in cooperation by railroads and their patrons in developing economic shipping practices which promote lower charges for railroad service, and help improve the railroads' competitive bid for traffic. However, so far, this search for practices to the mutual advantage of railroads and their customers has been developed only for commodities moving in considerable volume.

There are literally thousands of commodities—no one of them, alone, of large volume, but which represent in the aggregate the equivalent of millions of carloads. Such traffic has received only limited attention from railroads. And to many shippers of such commodities, railroad service—and its large potentiality for savings to them in their transportation charges—is all but completely unknown. These commodities are covered by the class rate structure, most of the classes of which call for rates far above the cost of movement by truck.

Railroad traffic officers are fully aware of the ineffectiveness of the higher class rates in attracting tonnage in great volume. At the same time, *some* traffic—involving many millions of dollars—does move by rail at these high rates; and, if railroads were to reduce these high rates, they would incur a certain loss—*against how much of a chance of an even larger gain?* It is the difficulty of arriving at an estimate of "potential" from sharp reductions in the higher class rates that impedes action in this direction.

Shippers, or associations of shippers, who believe that they would make much larger use of railroad service if they were offered rates substantially less than the present regular class rate scale, would be doing themselves (and the railroads) a big favor by making their opinions known. The railroads—and the shipping community—would benefit immensely and mutually, if the same cooperation in "low charges for quantity" were applied to class-rated traffic, as now obtains on commodities moving in heavy volume.

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MADE IN 1904—still in prime condition. This unretouched photo of an Okonite multi-conductor signal cable that saw duty for more than half a century in the New York subway system shows the insulation is still flexible and resilient.

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